N.P.V. & L.A. CONVENTION begins on page 45

Oil, Paint and Drug Reporter

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Volume 132 NOVEMBER 8, 1937 Number 19

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Volume 132 NOVEMBER 8, 1937 Number 19

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Agricultural Chemists Ass'n Widening Scope

Research on Regulatory Problems to Be Made—Test Methods Checked

WASHINGTON, Nov. 3, 1937.

Plans for enlarging and extending its activities and usefulness were approved today at the closing session of the fifty-third annual meeting of the Association of Official Agricultural Chemists.

With a record attendance of 495, the association, which is composed exclusively of chemists of the Federal, State, and Canadian governments engaged in regulatory work, heard upwards of 200 reports on progress made during the year in developing better methods of testing foods, drugs, fertilizer, naval stores, and other medicinal and agricultural products.

The following officers were elected for the ensuing year:—President, H. R. Kraybill, of Purdue University, Lafayette, Ind.; vice-president, W. F. Frisbie, of the U. S. Food and Drug Administration, Washington; secretary-treasurer, W. W. Skinner, U. S. Bureau of Chemistry and Soils, Washington; additional members of the executive committee, L. B. Broughton, University of Maryland, College Park, Md.; J. W. Sale, Food and Drug Administration, Washington; G. G. Frary, state chemist of South Dakota, Vermillion, S. D.; C. C. McDonnell, U. S. Food and Drug Administration, Washington.

The executive committee reported that sufficient funds are now available to enlarge the association's journal by publishing translations of foreign articles of special interest and occasionally bibliographies of certain subjects. The journal will also be open to special papers on the subject of agricultural chemistry and regulatory work, and members were urged to submit contributions of this nature.

Developing Research Plans

In addition, the executive committee was authorized to develop plans for special research on regulatory chemical problems needing particular attention, and it is probable that the A.O.A.C. will create a fellowship in some university for financing research of this type. The association also discussed a proposal for securing more collaborators than are at present available to check on new and improved methods of testing, and in the future subjects for study will be circulated to all regulatory chemists who may be interested even though they do not attend meetings of the association, and

(Continued on paeg 80)

Tariff Bargain with Turkey Contemplated

WASHINGTON, Nov. 3, 1937.

The Department of State today announced that it contemplates the negotiation of a "reciprocal trade agreement"—tariff bargain—with Turkey and invited interested parties to submit suggestions as to what should be included. Later, a formal notice of negotiation will be issued, at which time the department will make public a list of commodities to be included in negotiations and on which duties may be reduced.

Total imports from Turkey during 1936 were valued at $8,400,000, of which tobacco constituted nearly three-fourths. Other important items imported by this country are chrome ore, licorice root, opium, otto of roses, tragacanth, valonia, tanning extracts, canary seed, and emery ore.

Exports from the United States to Turkey in 1936 had a total value of $6,153,070. Petroleum products accounted for $338,496; nonmetallic minerals, $356,574; chemicals and related products, $337,020.

F.D.A. Reports 1937 Activities

Results of Enforcement of Drug Act and Other Statutes Presented by Campbell

WASHINGTON, Nov. 2, 1937.

Activities of the Food and Drug Administration during the 1937 fiscal year in the enforcement of the food and drugs, insecticide, caustic poison, naval stores, and other laws have been reported to the Secretary of Agriculture by W. G. Campbell, chief of the administration. The activities of this enforcement agency during the year were extended by the necessity of exercising supervision over foods and drugs in flood-stricken areas.

This may account in part for the fact that the number of interstate samples on which criminal prosecutions and seizures under the food and drugs act were based during the year totaled 2,289, against 2,683 in the preceding year. But, the administration was far from inactive in respect of this statute, as well as the others under which it functions, and it is notable that the number of drug samples — 613 — was twenty-one larger than that involved in 1936 cases.

A total of 7,706 drug samples was inspected at port laboratories during the latest year; 1,359 of these were refused entry. The number of inspections was larger than that for the preceding year, and the percentage of rejections also was larger. Other samples of drugs collected and examined comprised 7,024 interstate samples and 512 investigational samples. Work on drugs occupied 29.4 percent of the working time of the field forces. This work covered nearly 1,500 samples of drug products suspected of illegal therapeutic representation, and resulted in prosecutions against fifty-two defendants and 161 seizures representing the products of 124 shippers. Inspection of veterinary medicines resulted in sixteen seizures and prosecutions against eleven manufacturers.

Work on Official Drugs

A total of 3,572 samples of U.S.P. and N.F. products was examined, resulting in legal action with respect to 154 samples from seventy-six manufacturers, and thirty-six seizures. Out of 2,689 individual containers of anesthetic ether examined, 219 were found not to meet pharmacopeial requirements, twenty being objectionable solely because of the presence of iron rust.

Out of 1,793 unofficial chemicals and preparations examined, ninety-three were made the bases of criminal prosecutions against sixteen manufacturers and nine seizures involving the products of six manufacturers. During the year 483 crude drugs and drug preparations were biologically assayed; the results were as follows:—

Imported Crude Drugs

	Examined.	Not passed.
Aconite	13	0
Digitalis	21	2
Ergot	78	1
Strophanthus	9	0

Drug Preparations

Domestic—		
Aconite	1	1
Digitalis	116	7
Epinephrine	73	3
Estrogenic	38	12
Parathyroid extract	7	1
Posterior pituitary body	80	8
Squill	11	11
Strophanthus	10	0
Imported—		
Digitalis	6	6
Epinephrine	1	1
Estrogenic	1	0
Pituitary	2	2

Fruit Spray Work Stopped

Because the agricultural appropriation act for the year prohibited the use of any part of the funds for "laboratory investigations to determine the possibly harmful effects on human beings of spray insecticides on fruits and vegetables," the two-year research program on the toxicology of arsenic and lead residues was terminated.

Under the insecticide act 2,607 domestic samples were examined and 229 were collected from goods offered for importation. Seizures and criminal prosecutions were based on 102 of the domestic samples. Fifty-one import shipments were found in violation of the act and were denied entry or detained for corrections of labels.

The report discusses developments in agricultural insecticides and fungicides, and says that certain mineral oil preparations were found effective. Control of damping-off caused by *Rhizoctonia* by formaldehyde dusts was reported to be questionable. Moth-repellants are discussed and wide variations in effectiveness were attributed to methods of application. Syrup, it is said, was not a useful vehicle for ant poisons. Steps are being taken to determine a minimum standard for flysprays for use on animals.

General compliance with the caustic poison act was found. During the year this act was applied in twenty-three criminal actions and three seizures.

Considerable work was done in the

(Continued on page 71)

Calcium Carbide Industry To Be Started in Britain

LONDON, Nov. 1, 1937.

The British government is soon to make an announcement on the recommendations of the committee which has been considering the question of manufacturing calcium carbide in the United Kingdom. The committee, whose report is now before the cabinet, recommends that a carbide industry be established in Britain as soon as possible. All supplies at the moment are imported.

Two factories are to be erected—one probably in the West Highlands of Scotland and the other near Port Talbot, South Wales. The Scottish project is complete in detail. The British Oxygen Company's bill in the last parliamentary session was rejected, but the new Scottish plan may not require parliamentary authorization.

The South Wales plan is also well advanced, but it has not yet been decided whether the two projects should be proceeded with simultaneously.

Shefford Patman Act Complaint Dismissed

WASHINGTON, Nov. 4, 1937.

The Federal Trade Commission today dismissed its complaint against the Shefford Cheese Company, Syracuse, N. Y., which alleged price-discrimination in violation of the Robinson-Patman act.

The complaint was issued at the same time as that against the Kraft-Phenix Corporation, which was dismissed some time ago with a lengthy opinion in which the commission discussed problems of quantity discounts in considerable detail. In a brief opinion today the commission stated that the practices of the Shefford company were very similar to those of the Kraft-Phenix company. The former company gave a quantity discount of 15 percent on packaged cheese, which was available to all customers on equal terms, and the commission held that there was no discrimination between different classes of customers.

The company also made the defense that its discount schedule was set up to meet competition, and the commission found no evidence to contravert this allegation.

Dumping Orders Are Retroactive

Appellate Court Rules Finding Applies to Goods Awaiting Appraisal at Issue

WASHINGTON, Nov. 1, 1937.

Dumping orders issued by the Secretary of the Treasury under the anti-dumping act of 1921 apply retroactively to all merchandise of the class or kind described in the orders, the appraisement of which has not been completed at the time the orders are issued, it was decided today by the United States Court of Customs and Patent Appeals.

The question arose in a case appealed by Kreutz & Co., which imported a shipment of "strike-on-box" matches from Sweden April 24, 1930. The appraiser at New York was suspicious of dumping and withheld his appraisement report pending action by the Secretary of the Treasury. March 23, 1931, the Secretary of the Treasury promulgated a finding of dumping with respect to matches of this type from Sweden, and thereafter the appraiser assessed dumping duties on this shipment on the basis of the cost of production of the matches. The importer did not question the appraisement and did not deny that a dumping order might be retroactive, but contended that the dumping order did not apply to shipments entered before it was issued because it used the language, "The industry in the United States is being, and is likely to be, injured by reason of the importation." The importer contended that this language referred only to the present and the future, and not to the past.

The court, however, upholding decisions of the lower customs court, noted that this language is the same as that used in the dumping act itself and that act specifically makes a dumping order applicable to all imported merchandise of a class or kind referred to in a dumping order as to which there has been no appraisement report. The court held, therefore, that all similar merchandise awaiting appraisal at the time of the issuance of a dumping order is subject to the provisions of that order regardless of whether the language used is in the present tense or the past.

Standard Oil Lands Are Seized by Mexico

President Cardenas of Mexico decreed the nationalization, November 4, of 350,000 acres of oil lands under lease to the Standard Oil Company of California, as part of the nationalization of 2,000,000 acres of oil territory in the three Southern States of Tabasco, Campeche, and Chiapas. He abrogated one international agreement and over-ruled a decision given only last year by the Mexican Supreme Court.

The lands were nationalized for the development of a new National Petroleum Administration under an article of the Mexican constitution making all sub-soil wealth the property of the Mexican Government.

The move was taken as sixteen United States and British petroleum companies in Mexico City were awaiting a government decision on the oil wage controversy, which, the companies claim, may drive them from Mexico.

Muck Land Products in Exhibit

Under the joint sponsorship of the Northern Indiana Muck Crop Association and Purdue University's agricultural extension departments an exhibition of muck land products will be held at Kendallville, Ind., from November 9 to 12. Mint farmers in the muck-land territory will enter exhibits of peppermint oil in competition for prizes. This will be the eighth annual event of its kind.

Closing Market Developments

London Closing Cable

LONDON, Nov. 5, 1937.

Beeswax was quoted 118s. per hundredweight; carnauba wax, 172s. 6d. per one hundredweight. Total shellac stocks, No. 1, 136,664 packages, of which 134,702 were orange shellac. Quicksilver, £13 per flask.

Alkali Prices Issued

Effective today, November 8, less car lot soda ash and caustic soda delivered prices are increased uniformily ten cents per hundred pounds. The ex warehouse differential has been eliminated. Car lot schedules on both products remain unchanged.

L.c.l. Carbon Black Cut

Less car lot prices for standard grades of carbon black in bags were lowered ½c. to 6½c. per pound ex warehouse and 7c. delivered; cartons were named at 7c. per pound ex warehouse; and cases at 7¾c. per pound, also ex warehouse. High-grade blacks for paint, lacquer, ink and enamel remain unchanged. Earlier in the week car lot prices were cut ½c. per pound and tankcars were posted at ¼c. below the price for bags in car lots.

More Areca Nuts Offered

Cables received Friday afternoon changed the position of areca nuts as reported earlier in the past week. Goods were offered firm in somewhat larger quantities and at prices but moderately in advance of what might be considered to be a normal value for the item. Powder on spot was set at 11c. to 12c. per pound. Curacao aloe was stronger and higher at 35c. to 36c. per pound.

Cottonseed Oil Quiet

Trading in cottonseed oil futures was quiet late in the week and changes in prices were narrow. There was some selling of May oil against purchases of May cotton. May oil sold at the close on Friday at 7.25c., against 7.34c. on the previous Friday. According to an official report the supply of cottonseed in the United States for the current season is expected to be about 7,900,000 tons, about 44 percent more than last season.

Tin Salts Lower

Straits tin was lower at 44¼c. per pound at the close of the week, bringing about a further reduction in tin crystals to 35c. to 35½c. per pound; anhydrous tetrachloride of tin, 22¾c. per pound; and soda stannate, 29½c. to 32½c. per pound. A custom smelter was quoting copper at 11c. per pound, making the spread 11c. to 12c. per pound.

Sulphuric Acid Unchanged

Prices for sulphuric acid, muriatic acid, nitric acid, and battery acid have been extended to cover early 1938 requirements. changed.

Chlorine Tanks Unchanged

Chlorine in tankcars remains unchanged for 1938.

Dr. Chandler Honored At Centennial Dinner

The Chandler centennial dinner, ending a month of celebration by Columbia University of the 100th birthday anniversary of the late Dr. Charles Frederick Chandler, industrial chemist, was held November 5 in the Waldorf-Astoria Hotel. Professor Chandler, called the father of the American Chemical Society, for more than half a century pioneered in industrial chemistry, advanced public health, and directed the teaching of chemistry at Columbia, where he was the founder of the School of Mines. Attending the dinner were more than 400 persons, including friends, associates and former students of Dr. Chandler.

Three speakers paid tribute to the memory of Dr. Chandler, who died in 1925. They were Dr. Nicholas Murray Butler, president of Columbia, chairman; Dr. Willis R. Whitney, vice-president of the General Electric Company, and Dean Frank C. Whitmore of Pennsylvania State College, president-elect of the American Chemical Society.

Halibut-liver oil in the condition in which it is extracted and requiring further treatment for purification and preservation has been held by the first division of the United States Customs Court to be dutiable under tariff act paragraph 34 as a drug of animal origin advanced in value or condition.

Chemical Prices Lack Firmness

Prices in the markets for heavy and fine chemicals showed a lack of firmness last week, and a relatively large number of reductions were made. The lead and tin derivatives groups were the more important in the list of cheaper materials. Cross currents marked naval stores. Demand for coaltar solvents was slower.

Business retained its quietness. Manifested interest touched little beyond next year's schedules. There was some indication of anticipatory contracting; but sellers, faced with legislative uncertainties, were not inclined to issue their 1938 quotations.

Prices were advanced on gum turpentine, pale grades of gum rosin, acetanilide, Western nitrogenous fertilizer stuff, and imported tankage. Prices were reduced on pig lead, red lead, litharge, orange mineral, tin crystals, oxide and tetrachloride of tin, stannate of soda, formic acid, quicksilver vermilion, carbon black, imported crude naphthalene, medium grades of gum rosin, wood turpentine, wood rosins, all grades of glycerin, menthol, and bones and fertilizer tankage at Chicago. Contract schedules released for 1938 showed no changes in prices of aqua ammonia in drums, nitrite of soda, sulphate of zinc, lactic acid, refined sulphur, and iron-free aluminum sulphate.

The REPORTER'S composite index number of prices for heavy and fine chemicals remained at 127.4 (100 = average at August 1, 1914). In comparison with average prices in 1936 (as 100), the REPORTER'S index number is now 90.2, against 88.9 at this time last year.

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Miller $5,000,000 Suit Thrown Out of Court

BALTIMORE, Oct. 29, 1937.

Suit for $5,000,000 damages, instituted four years ago by C. Wilbur Miller, former president of the Davison Chemical Company and Silica Gel Corporation, an affiliate, against a number of financial and industrial concerns and various individuals, on the ground that they had ruined him financially, was thrown out by Judge Edwin T. Dickerson, in the Superior Court here October 29. Judge Dickerson sustained the demurrers of the defendants without giving Mr. Miller leave to amend his suit.

The defendants were:—The Rio Tinto Company, London: Sir Auckland Geddes, chairman; Richard W. Preston, managing director; John N. Buchanan, financial director, and Thomas Robbins, staff member; the Pyrites Company, owned by Rio Tinto; William Seguine, president: Albert H. Wiggin, president of the Chase National Bank during the period complained of; John J. Watson, president of the International Agricultural Company; James Bruce, former vice-president of the Chase National Bank; Henry F. Treidle, former president of the Davison Chemical Company; G. Ridgely Sappington, counsel for the defendants at the time complained of; the Continental Illinois Bank & Trust Company, and the Chase National Bank.

Mr. Miller charged a conspiracy "to destroy, wreck, ruin and impoverish" him. He alleged the defendants had conspired to ruin his reputation for ability and his credit, "in order that they might eliminate and destroy him as the controlling executive and managing president and director of the Davison Company." He set forth that he had been president of the company from 1904 to 1932, and that the organization had grown from a $700,000 to a $10,000,000 concern in 1930; and further that in 1930 he was worth between $4,000,000 and $5,000,000, and owned 100,000 shares of the common stock of the Davison Company.

The defendants were represented in court during the arguments of the demurrers. Judge Dickerson, in sustaining the demurrers, held that the complainant had not alleged any unlawful acts on the part of the defendants: that no civil suit for conspiracy could be maintained without allegation and proof of unlawful acts pursuant to the cause of action, and that the cause of action, if any, rested exclusively in the Davison Chemical Company, and not in Mr. Miller as its president.

Judge Dickerson expressed his sympathy for Mr. Miller in the loss of his investments, but, he said, "in passing upon the demurrers, the court had reached the conclusion that no cause of action against the defendants, or any of them, is stated in the declaration, and that the demurrers should be sustained, not on form, but on fundamental grounds which cannot be cured by a restatement of the declaration, and that the demurrers should be sustained without leave to amend."

Commerce Bureau Moves New York Headquarters

The New York district office of the Bureau of Foreign and Domestic Commerce, located in the Custom House for many years, will move into new and larger quarters in the new Federal office building at Church and Vesey streets, November 8, according to an announcement by John F. Sinnott, district manager.

A rather complete file of publications, reports and statistical data issued by various government departments pertaining to economic and financial conditions in the United States and abroad will be maintained, with enlarged library facilities for the business public.

The practice of the bureau in sending its foreign commerce officers to New York for a brief period on their return to the United States has proved to be very popular with export and import interests in the New York area and special facilities have been arranged in the new quarters to permit of private interviews.

The new telephone number is Rector 2-9100.

Dr. Charles P. Smyth, assistant professor of chemistry, has been elected president of Princeton University Chemical Club. John C. Morris, Highland Park, Ill., has been named secretary-treasurer.

Tanners' Council Scans Laws and Trade Outlook

Prediction of Sharp Business Recovery Made—Danner Again Chairman

CHICAGO, Oct. 30, 1937.

The Tanners' Council of America plans to go forward toward solution of the industry's problems for the coming year under the same administration which has guided it the past year.

Re-election of officers was a feature of the council's annual fall convention held at the Palmer House here October 28-29. They are:—

Carl F. Danner, chairman of the board; Henry M. McAdoo, vice-chairman; Frank H. Miller, treasurer; Merrill A. Watson, executive vice-president; J. Louis Nelson, secretary.

That the questions confronting the industry are not growing less, and in some respects are more troublesome, seemed to be a consensus at the sessions of the convention. Most attention was paid to such matters as Washington and general legislation prospects; unsatisfactory and depressed markets; trade practices; employee-employer relationships. Attendance was exceptionally large and much interest shown in numbers of the program and discussion thereon.

Speaking generally, Chairman Danner said, in discussing "Industry's Problems," a chief thought is anticipation of the future. Leading up to the matter of trying to anticipate market conditions, he said the last depression taught tanners, shoe manufacturers and retailers the value of conservative inventory policies, but since the price level turned upward, sound policies and business discretion frequently have been abandoned in the chase for inventory profits. He said a seller's market can be far more dangerous than a buyer's market. He thought the recent runaway seller's market was one of the things troubling business today. He said if every unit in the industry had insisted on replacement cost, plus an adequate return on investment, including plant investments, fewer forward orders would have been booked and raw stock prices would have been steadier.

Predicts Sharp Recovery

Speaking of the outlook for business, Dr. Benjamin H. Beckhart of the School of Business, Columbia University, predicted that the present recession in business will be followed by a rather sharp recovery. There is even a chance that the recovery to come will be of the boom type which developed in the last decade, he said.

"With a business recession impending, the monetary authorities will likely renew their earlier reflationary activities in the effort to 'prime the pump,'" he added. He said the characteristic feature of the recovery to which he looks forward will be increased activity in the durable goods industry and a building boom, both to be stimulated by the low rates of interest and the plentiful supply of credit.

Dr. A. P. Haake, managing director of the National Association of Furniture Manufacturers, suggested the industry could go far in promoting larger-scale consumption of leather in shoes. He

(Continued on page 30)

Drug Store Chain Sales 1 Percent Above 1936

Daily sales of chain drug stores in August, 1937, averaged 1.0 percent higher than in August, 1936, according to premilinary estimates of the Bureau of Foreign and Domestic Commerce issued in a monthly series. The greatest gain was made by fountain sales which advanced 4.5 percent; followed by tobacco sales with a 2.5 percent increase; all other sales decreased 0.6 percent.

Without adjustment for seasonal variation, August, 1937, sales were 4.2 percent lower than in July. Tobacco sales were off 5.3 percent; fountain sales, 0.5 percent, and all other sales 5.3 percent.

Of the geographic regions, the East North Central States, with a 4.3 percent increase, showed the greatest improvement from August, 1936, followed by the East Central States, with an increase of 2.5 percent. Sales in the West North Central States declined 3.7 percent.

Chemical Exports Up 20 Percent

Shipments in Nine Months of 1937 Were $22,500,000 Above 1936—War Affects September Totals

Exports of chemicals and related products by the United States in the first nine months of this year totaled $136,740,000, compared with $114,240,000 in the same months of 1936, or a gain of approximately 20 percent, according to a report by C. C. Concannon, chief of the Chemical Division of the Bureau of Foreign and Domestic Commerce. In the first nine months of 1935 these exports aggregated $98,000,000; in the same period of 1934, $92,000,000, and in 1933, $75,000,000—the trend showing a steady upward movement.

Exports of these products during September totaled $14,512,000, and while they continued active, they reacted somewhat to the Sino-Japanese situation, which tended to lessen shipments of dyes, medicinals, toiletries, and the like, to the Chinese market.

Chemical specialties, during the nine-month period, headed the chemical and related products export list, with shipments of $20,995,000; a value gain of 42 percent over the $14,794,000 recorded during the corresponding period of 1936. In this classification, exports of insecticides, disinfectants, and similar products increased in value from $2,485,000 to $3,532,000, and plastic products from $3,916,000 to $5,148,000.

While exports of coaltar products eased somewhat in September, due largely to smaller shipments of dyes, stains, and similar products, the aggregate for the first nine months of the year, recorded at $11,700,000, was well above the $10,376,000 reported for the same months of 1936. In this group exports of finished dyes, colors, stains, and color lakes increased in quantity from 13,659,000 to 14,576,000 pounds and in value rose from $4,685,600 to $5,278,000, according to preliminary statistics.

Foreign demand for American medicinal products has tended strong throughout the current year, particularly for proprietary lines, Mr. Concannon stated. In the nine months' period exports of such products totalled $13,000,000 against $10,400,000 during the corresponding period of 1936, with shipments of proprietary preparations increasing in value from $4,954,500 to $6,413,500.

Exports of toilet preparations and soaps also have been active this year—shipments of the former increasing in value from $3,915,000 in the nine months of 1936 to $4,440,000 during the current period and the latter from 20,000,000 to 25,000,000 pounds in quantity and from $1,965,000 to $2,410,000 in value.

Exports of crude drugs, however, have lagged, particularly in recent months due to the falling off in shipments of ginseng to China, the market which absorbs practically the entire American production of this botanical. In the first nine months of 1936 American exporters shipped 209,200 pounds of ginseng, valued at $806,000, to the Chinese market, most of it entering by way of Hongkong. In the same months of the current year only 121,000 pounds, valued at $586,000, have been exported with September shipments aggregating only 256 pounds, valued at $3,365, according to preliminary figures. Normally China can be depended upon to take 200,000 pounds of American ginseng per annum, Mr. Concannon stated.

Other groups recording gains in the first nine months of this year, compared with the same months of 1936, included naval stores, gums and resins, shipments of which increased from $13,569,400 to $17,398,000; essential oils, from $1,802,500 to $2,021,000; industrial chemicals, from $16,679,000 to $20,768,000; paint products from $12,978,000 to $16,320,000; and inks from $884,500 to $892,000.

Items failing to record gains included sulphur, exports of which declined in value from $8,793,000 in the first nine months of 1936 to $8,504,000 in the current period; and fertilizers from $13,750,000 to $12,000,000.

McNabb, T.C. Counsel, Retires After 58 Years

Charles E. McNabb, general counsel of the United States Tariff Commission, retired at his own request October 31 from active duty, after fifty-eight years in the service of the Government. He served for thirty years in junior grade, eight years as a trial attorney, and for the last twenty years chief law officer of the commission.

Mr. McNabb was born in Baltimore; was educated in private and public schools, and received his legal training at Columbian University, now George Washington University. Outstanding in government ranks in the field of tariff and customs laws, he was asked to assist the commission at the beginning of its organization in 1917. He became its first legal adviser and had so remained for the last twenty years. Previously he had been in the Treasury Department and the Department of Justice, where he acquired a broad knowledge of customs law and procedure, and of facts respecting commodities in litigation in which he took part as attorney. The commission's work was essentially new, and difficult

(Continued on page 74)

Paint Exports Gain 26 Percent

Demand During Nine Months of 1937 Is Especially Good for Ready Mixed Products

Foreign demand for American paint materials, particularly ready mixed paints, varnishes, and lacquers, has been very active during the current year, with practically every country in the world buying such products, according to C. C. Concannon, chief of the Chemical Division of the Bureau of Foreign and Domestic Commerce.

Total United States exports of paint products were recorded at $16,320,000 in the first nine months of the year, which was a 26 percent gain over the $12,978,000 reported for the same months of 1936, according to preliminary statistics. In the first nine months of 1935 our exports of paint products aggregated $11,800,000 in value; in 1934, $10,349,000; and in 1933, $7,943,000—a figure less than half that of the current nine-month period, Mr. Concannon pointed out.

A total of 3,871,000 gallons of American ready mixed paints, varnishes and lacquers, valued at $6,193,600, were shipped to foreign markets in the first nine months of 1937, according to figures just released, which compares with 3,078,000 gallons, valued at $4,955,000, in the same months of last year. In this group exports of lacquers increased from 1,133,000 to 1,407,000 gallons; ready mixed paints, from 1,630,000 to 2,090,000, and lacquers, from 315,000 to 373,000 gallons.

Other items in the paint products export list recording gains in the current period, compared with the first nine months of 1936, included bituminous paints, shipments of which increased in value from $202,000 to $238,000; paste paints, from $252,000 to $298,000, and cold water paints, from $281,500 to $355,000.

Exports of chemical pigments have been especially heavy this year, due largely to better demand for carbon black. Total shipments to foreign countries in the first nine months of the year reached 164,000,000 pounds, valued at $8,743,500, against 128,000,000 pounds with a value of $6,845,000 in the same months of 1936. In this class exports of carbon black increased from 109,000,000 to 140,000,000 pounds.

Exports of mineral earth pigments declined considerably in quantity in the first nine months of the year—27,000,000 pounds being shipped against 45,000,000 in the first nine months of 1936—but the value received increased from $443,250 to $491,000, preliminary statistics indicate.

Window Glass Makers Hit on Trade Practices

F.T.C. Orders Groups to Desist From Unfair Methods and Price-Discrimination

Practically all domestic manufacturers and a large group of distributors in the window glass industry have been ordered by the Federal Trade Commission to cease and desist from the use of unfair methods of competition in violation of the Federal Trade Commission Act and from price discrimination held to violate the Robinson-Patman amendment to the Clayton Act.

The order is directed against the Window Glass Manufacturers Association, this city, and the National Glass Distributors Association, Chicago, and the members, officers, and directors of each.

Manufacturers named, who constitute the membership of the manufacturers association and own and control substantially all of the factories making window glass in the United States, are the Pittsburgh Plate Glass Company, and the American Window Glass Company, Pittsburgh; the Libbey-Owens-Ford Glass Company, Toledo; the Harding Glass Company, Fort Smith, Ark.; the Adamston Flat Glass Company and the Rolland Glass Company, Clarksburg, W. Va.; the Scohy Glass Company, Sistersville, W. Va., and the Blackford Window Glass Company, Vincennes, Ind. The Fourco Glass Company, Clarksburg, W. Va., also named, is the owner of the Harding Glass Company and the exclusive selling agent for the Harding, Adamston, Rolland, Scohy, and Blackford companies.

All Distributors Hit

Distributors named and described as representative members of the distributors association are the Postlewait Glass Company, Kansas City; Patek Brothers, Inc., Milwaukee; Schrenk & Co., Hoboken, N. J.; the Bennett Glass Company, Salt Lake City; the Pritchard Paint & Glass Company, Charlotte, N. C.; the Hires Turner Glass Company, Philadelphia; the Toledo Plate & Window Glass Company, Toledo; W. P. Fuller & Co., San Francisco, and Binswanger & Co., Richmond, Va. Although the order does not name the entire membership of the distributors association, it is directed against all of them, some 150 in number.

The findings of the commission are that since 1935 the respondents have conspired together and adopted and put into effect certain unlawful practices, among which are the following:—

Classified all buyers of window glass from the respondent manufacturers either as quantity buyers, defined as those purchasing a minimum of from 3,000 to 5,000 fifty-foot boxes a year, or as carload lot buyers; required carload lot buyers and other buyers to purchase window glass from quantity buyers or from the re-

(Continued on page 30)

U. S. Revenue: August

Collections of excise taxes by the Bureau of Internal Revenue, Washington, for August, 1937, compared with August, 1936, as follows:—

Taxes Collected

	August 1937.	August 1936.
Chewing gum	$109,937.55	$81,925.36
Crude petroleum, processed, etc.	124,668.70	76,698.03
Coconut, etc., oils, processed	1,727,063.54	2,230,191.21
Distilled spirits, domestic, excise tax $2 per gallon	16,185,869.46	15,718,759.77
Distilled spirits, imported, excise tax $2 per gallon	1,982,027.92	2,769,765.05
Distilled spirits, rectification tax, 30c. per proof gallon	658,034.15	580,922.38
Gasoline	13,805,395.30	22,552,321.67
Lubricating oils	1,809,324.83	3,404,410.62
Matches	510,025.55	756,397.44
Narcotics, including special taxes	27,205.00	29,611.36
Oleomargarin, excise taxes	73,579.10	83,138.33
Oleomargarin, special taxes	157,583.17	130,245.76
Toilet preparations—		
At 2 percent	492,150.98	506,132.12
At 10 percent	540,132.14	1,248,123.63
Transportation of oil by pipeline	1,277,829.02	958,962.03
Total internal revenue	$336,124,858.45	$254,026,235.64

Quantities Taxed

	August 1937.	August 1936.
Distilled spirits, domestic, tax gallons	8,079,920	7,829,456
Distilled spirits, imported, tax gallons	991,014	1,384,882
Distilled spirits, rectified, proof gallons	2,193,447	1,936,408
Oleomargarin, colored, pounds	45,720	36,558
Oleomargarin, uncolored, pounds	27,383,200	31,768,812

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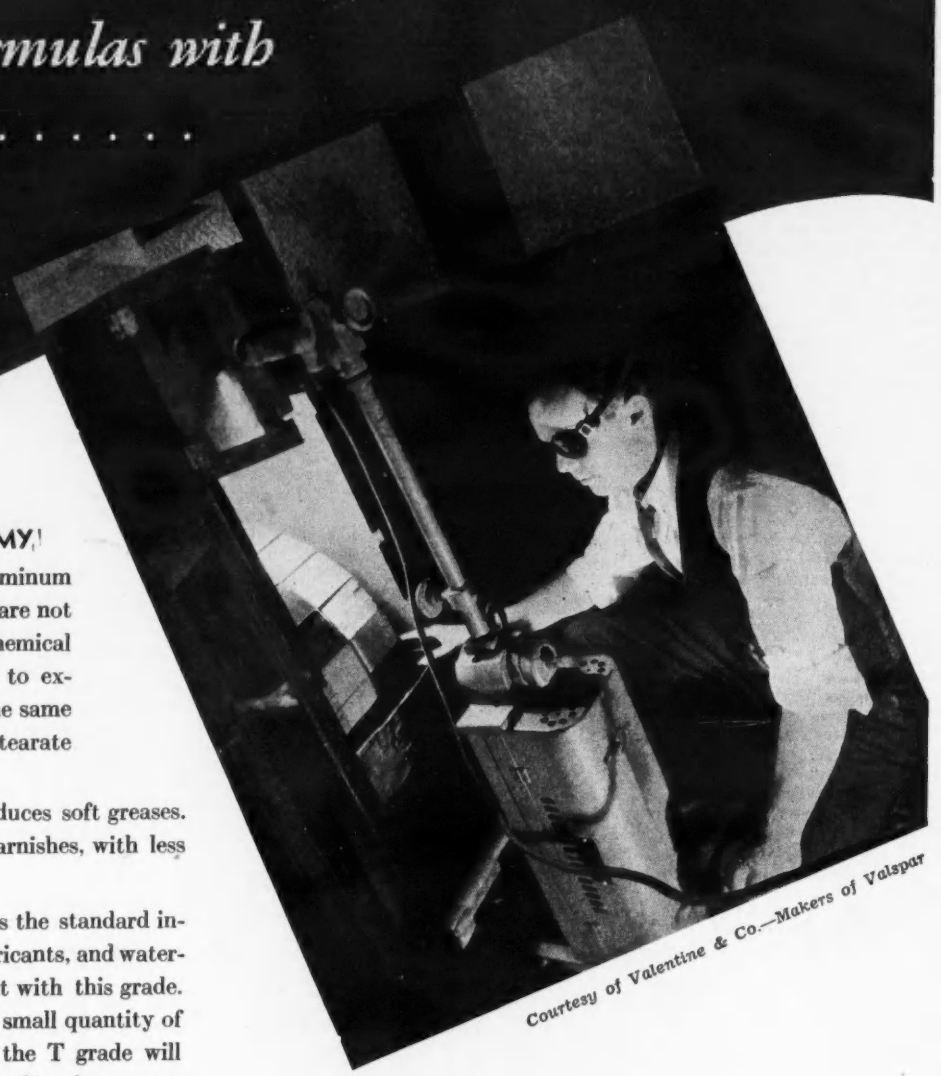

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You can standardize your formulas with these new Aluminum Stearates for better results and greater economy. They are not trademarked or patented mixtures, but definite chemical compounds of highest quality, carefully manufactured to exacting chemical standards. Every lot sold must pass the same tests, thus assuring you uniform results in your stearate processes

Aluminum Stearate Technical M (mono-acid) – Produces soft greases. Small quantities produce a definite flatting effect in varnishes, with less tendency to jell formation.

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Aluminum Stearate Technical T (tri-acid) — With most oils and solvents this grade can be dispersed in higher concentrations than either the D or M grades and will cause less jelling in certain formulas. It is recommended as a flatting agent and for certain types of waterproofing material.

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Test the behavior of these new Aluminum Stearates in your experimental laboratory with your own formulas and raw materials. 5 pounds of each of the three grades (M, D, and T) will be sent you prepaid for $3.50. Take advantage of this generous trial offer without delay. Send us the coupon below and see how easily and accurately the acid-base ratio can be adjusted to your varying requirements.

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Current Market Quotations

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When not otherwise indicated, quotations are f.o.b. New York prices on large lots. Price changes and trends are noted in the market reports on other pages, with other informative comment. The locations of the several reports are indicated on page 4.

A

Acacia (see Gum, Arabic)
Acetal, dms., works.....lb. .75 - 1.00
Acetaldehyde, dms., c.l., works.lb. .14 - —
l.c.l., works.....lb. .16 - —
Acetamide, CP, bots., kegs, c.l., works..lb. .35 - —
l.c.l., 1,000 lbs., works...lb. .43 - —
smaller lots, works.....lb. .48 - 1.00
tech., kegs, c.l., works.....lb. .32 - —
l.c.l., 1,000 lbs., works...lb. .38 - —
smaller lots, works.....lb. .43 - .75
Acetanilide, tech., 95%, bbls..lb. .29 Nom.
USP, bbls., 2,000 lbs.....lb. .30 - —
smaller lots.....lb. .31 - —
kegs, 2,000 lbs.....lb. .31 - —
smaller lots.....lb. .32 - —
Acetin, tech., dms.....lb. .53 - —
Acetoacetanilide, dms.....lb. .65 - .70
Acetone, CP, dms., c.l., dlvd..lb. .06 - —
l.c.l., dlvd.....lb. .06½- —
tanks, dlvd.....lb. .05 - —
Methyl (see M)
Acetophenone, bots.....lb. 1.30 - 1.45
cns., 25 lbs.....lb. 1.15 - 1.25
dms., 100 lbs.....lb. 1.05 - —
Acetphenetidin, bbls., kegs, 1,000 lbs..lb. 1.30 - —
single pkg.....lb. 1.35 - —
smaller pkgs.....lb. 1.32 - 1.40
Acid, abietic, bbls., c.l.....lb. .09¾- —
l.c.l.....lb. .10 - —
Acetic, coml. or redist., 28%, bbls..100 lbs. 2.38 - 2.65
cbys.....100 lbs. 2.87 - 3.12
56%, bbls.....100 lbs. 4.45 - 4.70
cbys.....100 lbs. 4.95 - 5.20
70%, bbls.....100 lbs. 5.54 - 5.79
cbys.....100 lbs. 6.04 - 6.25
80%, bbls.....100 lbs. 6.32 - 6.57
cbys.....100 lbs. 6.82 - 7.07
glacial, nat., CP., cbys.100 lbs.14.00 - —
99.5%, nat., bbls., c.l., 100 lbs. 8.16 - 8.41
cbys.....100 lbs. 8.66 - 8.91
syn., al. dms., c.l.100 lbs. 8.43 - 8.68
cbys.....100 lbs. 8.93 - 9.18
USP, dms.....100 lbs.10.25 -10.50
cbys.....100 lbs.10.75 -11.00
pure, 30%, bbls., c.l..100 lbs. 3.44 - 3.69
cbys.....100 lbs. 3.94 - 4.19
36%, bbls., c.l.....100 lbs. 3.85 - 4.10
cbys.....100 lbs. 4.35 - 4.60
60%, bbls., c.l.....100 lbs. 6.47 - 6.72
cbys.....100 lbs. 6.97 - 7.22
80%, bbls., c.l.....100 lbs. 8.11 - 8.36
cbys.....100 lbs. 8.61 - 8.86

Acetic acid prices above apply delv'd at destination in the following States: Conn., Dela., D. of C., Md., Mass., N. J., N. Y., N. and S. Car., R. I., Penna., and Va. For all other States, except Wash., Ore., and Calif., prices are f.o.b. works, frt. equalized.

Acetic, anhydride, dms., c.l..lb. .13 - —
l.c.l., dms., cbys.....lb. .14 - .15
Acetylsalicylic, USP, bbls., 225 lbs..lb. .60 - —
boxes, 25 lbs.....lb. .61 - —
kgs., 100 lbs.....lb. .60 - —
Anthranilic, refd., bbls.....lb. .85 - .90
tech., bbls.....lb. .75 - —
Arsenous, tech. (see Arsenic, White).
USP., powd., dms., kegs...lb. .18 - —
Battery, cbys, c.l., E. works 100 lbs. 1.60 - —
l.c.l., 25 or more, E. works, 100 lbs. 1.85 - —
10-24, E. works....100 lbs. 1.95 - —
1-9, E. works.....100 lbs. 2.55 - —
Benzoic, tech., bbls., 4,000 lbs. or more..lb. .43 - —
1,000 to 3,900 lbs.....lb. .44 - —
900 lbs. or less.....lb. .47 - —
USP, bbls., 4,000 lbs. or more lb. .54 - —
1,000 to 3,900 lbs.....lb. .55 - —
900 lbs. or less.....lb. .58 - .59
dms., 4,000 lbs. or more..lb. .55 - .56
1,000 to 3,900 lbs.....lb. .56 - .57
900 lbs. or less.....lb. .59 - .60
Boric, tech., 99.5%, gran., bbls., contracts, 80 tons, delvd. ton.105.00 - —
c.l., delvd.....ton.110.00 - —
l.c.l., ex whse.....ton.115.00 -120.00
sks., contracts, 80 tons, delvd..ton. 95.00 - —
c.l., delvd.....ton.100.00 - —
l.c.l., ex whse.....ton.105.00 -110.00
powd., bbls., contracts, 80 tons, delvd..ton.110.00 - —
c.l., delvd.....ton.115.00 - —
l.c.l., ex whse.....ton.120.00 -130.00
sks., contracts, 80 tons, delvd..ton.100.00 - —
c.l., delvd.....ton.105.00 - —
l.c.l., ex whse.....ton.110.00 -125.00

USP, $25 per ton higher.

Broenner's, bbls.....lb. 1.11 - —
Butyric, 99%, dms., c.l., S. Charleston, W. Va...lb. .22 - —
l.c.l., same basis.....lb. .23 - —
tanks, same basis.....lb. .21 - —
Camphoric, cans.....lb. 5.50 - 5.70
Capric, dms.....lb. .19½- .20
Caproic, cans.....lb. 2.20 - —
Carbolic (see Phenol).
Castor oil, split, dms.....lb. .16 - .16½
Chlorosulphonic, dms., c.l., works..lb. .0650- —
5-drum lots, works.....lb. .04 - —
single drum.....lb. .05 - —
tanks, works.....lb. .03 - —
Chromic, 99%, dms., delvd. N.Y., lb. .1475- .1675
Cinnamic, refd., bots.....lb. 2.85 - 3.25
Citric, cryst., bbls.....lb. .24 - —
kegs.....lb. .24½- —
gran., bbls.....lb. .24 - —
kegs.....lb. .24½- —
powd., bbls.....lb. .24½- —
anhyd., gran., dms.....lb. .26½- —
powd., dms.....lb. .27 - —

Prices on citric acid are f.o.b. N. Y., Chicago and St. Louis deliveries are ¼c. higher than N. Y.

Cleve's, bbls.....lb. .50 - —
Cottonseed oil, dms.....lb. .09½- .10¾
Cresylic, high-boil, dms., c.l., works, frt. equaled..gal. .89 - —
l.c.l., same basis....gal. .91 - —
Acid, cresylic, low-boil, dms., c.l., works, frt. equaled..gal. .92 - —
l.c.l., same basis.....gal. .94 - —
imported pale, 97-99, dms..gal. 1.00 Nom.
special resin grade, dms., c.l., works..lb. .10¾- —
l.c.l., same basis.....lb. .11¼- —
Crotonic, dms., works.....lb. .75 - 1.00
Diethylbarbituric (see Barbital).
Formic, dom., seaboard, 90% cbys., f.o.b. stock points, c.l..lb. .10½- —
l.c.l., 25 and over.....lb. .11 - —
1-24 .....lb. .11½- —
inland territory, cbys., c.l...lb. .1185- —
l.c.l., 25 and over.....lb. .1235- —
1-24 .....lb. .1285- —
southern territory, cbys.. c. lb. .1170- .1240
l.c.l., 25 and over.....lb. .1220- .1290
1-24 .....lb. .1270- .1320
Fumaric, bbls.....lb. .60 - —
Gallic, tech., bbls.....lb. .75 - .79
N. F., VI, bbls, 200 lbs., 5 or more..lb. .87 - —
single bbls.....lb. .90 - —
fib. dms., 25 lbs.....lb. .96 - —
kgs., 100 lbs.....lb. .91 - —
Gamma, bbls.....lb. .85 - —
Gluconic, tech., 50%, bbls., 500 lbs..lb. .20 - —
H, bbls.....lb. .50 - .55
Hempseed oil, dms.....lb. .1180- .1225
Hydriodic, 47%, bots.....lb. 2.20 - 2.25
57%, bots.....lb. 2.65 - 2.70
Hydrobromic, 10% dilut., USP, lb. .20 - .21
pure, 34% conct, cbys.....lb. .42 - .44
Hydrochloric (see Muriatic).
Hydrocyanic, cyls, works...lb. .80 - 1.00
Hydrofluoric, 30%, bbls.....lb. .07 - .0750
lead, cbys.....lb. .09 - .0950
48%, lead cbys.....lb. .1150- .12
52%, lead cbys.....lb. .1250- .13
60%, lead cbys.....lb. .15 - .1550
Hydrofluosilicic, 30-35%, bbls.lb. .10½- .15
Hypophosphorus, USP, 30%, djns..lb. .75 - —
Lactic, tech., dark, 22%, bbls., c.l., works..100 lbs. 2.50 - —
l.c.l., bbls., works..100 lbs. 2.75 - —
cbys., works....100 lbs. 3.75 - —
44%, bbls., c.l., works, 100 lbs. 5.50 - —
l.c.l., bbls., works..100 lbs. 5.75 - —
cbys., works....100 lbs. 6.75 - —
light, 22%, bbls., c.l., works, 100 lbs. 3.50 - —
l.c.l., bbls., works..100 lbs. 3.75 - —
cbys., works....100 lbs. 4.75 - —
44%, bbls., c.l., works, 100 lbs. 6.50 - —
l.c.l., bbls., works..100 lbs. 6.75 - —
cbys., works....100 lbs. 7.75 - —
50%, edible, 20 and over, bbls., cbys..lb. .10½- .11¼
plastic grade.....lb. .12¼- .13¼
5 to 19, edible, bbls., cbys., lb. .11 - .12
plastic grade.....lb. .12¾- .13¾
1 to 4, edible, bbls., cbys., lb. .11½- .12½
plastic grade.....lb. .13¼- .14¼
80%, 5 and over, bbls., cbys..lb. .21 - .22
1 to 4 bbls., cbys.....lb. .21½- .22¼
USP, X, 85%, cbys.....lb. .42 - .45
USP, VIII, 75%, cbys.....lb. .40 - .43
Laurent's, bbls.....lb. .45 - —
Linseed oil, dark or light, dms..lb. .1310- .1350
tanks .....lb. .1250- —
extra white, dms.....lb. .1125- .1175
split, dms.....lb. .0950- .1060
Maleic, powd., dms.....lb. .30 - .40
anhydride, dms.....lb. .33 - .43
Malic powd., kegs.....lb. .45 - .60
Mandelic, bots.....lb. 2.30 - —
fib. dms.....lb. 2.05 - 2.20
Mixed, tanks, nitric unit....lb. .06½- .07¼
sulphuric unit .....lb. .0085- .009
Monochloroacetic, tech., bbls.lb. .16 - .17
99%, bbls. .....lb. .18 - .19
Monosulphonic, bbls. .....lb. 1.50 - 1.60
Muriatic, 18°, cbys., c.l., E. works..100 lbs. 1.50 - —
l.c.l., 25 and over, E. works..100 lbs. 1.75 - —
10 to 24, works..100 lbs. 1.85 - —
1 to 9, works..100 lbs. 2.45 - —
tanks, works.....100 lbs. 1.05 - —
20°, cbys., c.l., E. works, 100 lbs. 1.75 - —
l.c.l., 25 and over, works, 100 lbs. 2.00 - —
10 to 24, works..100 lbs. 2.10 - —
1 to 9, works..100 lbs. 2.70 - —
tanks, works.....100 lbs. 1.15 - —
22°, cbys., c.l., E. works, 100 lbs. 2.25 - —
l.c.l., 25 and over, works, 100 lbs. 2.50 - —
10 to 24, works..100 lbs. 2.60 - —
1 to 9, works..100 lbs. 3.20 - —
tanks, works.....100 lbs. 1.65 - —
C.P., U.S.P., dealers, cbys.lb. .06½- —
6-lb. bots.....lb. .18½- —
consumers, cbys.....lb. .08 - —
6-lb. bots.....lb. .20 - —
Myristic, dms.....lb. .14¼- .15
white, redist., dms.....lb. .15¾- .16¼
Naphthenic, S.V. 120-200, dms., lb. .07 Nom.
210-230, dms.....lb. .09 Nom.
240-280, dms.....lb. .10 Nom.
sludges, dms.....lb. .05 Nom.
Nevile & Winther's, bbls....lb. .85 - .87
Nitric, 36°, cbys., c.l., E. works, 100 lbs. 5.00 - —
l.c.l., 25 and over, E. works..100 lbs. 5.25 - —
10 to 24, works..100 lbs. 5.35 - —
1 to 9, works..100 lbs. 5.95 - —
38°, cbys., c.l., E. works, 100 lbs. 5.50 - —
Western works...100 lbs. 5.75 - —
l.c.l., 25 and over, E. works..100 lbs. 5.75 - —
10 to 24, works..100 lbs. 5.85 - —
1 to 9, works..100 lbs. 6.45 - —
40°, cbys., c.l., E. works, 100 lbs. 6.00 - —
l.c.l., 25 and over, E. works 100 lbs. 6.25 - —
10 to 24, works..100 lbs. 6.35 - —
1 to 9, works..100 lbs. 6.95 - —
42°, cbys., c.l., E. works. 100 lbs. 6.50 - —
Acid, nitric, 42°, cbys., l.c.l., 25 and over works.100 lbs. 6.75 - —
10 to 24, works..100 lbs. 6.85 - —
1 to 9, works..100 lbs. 7.45 - —
C.P., U.S.P., dealers, cbys... lb. .11½- —
7-lb. bots.....lb. .22½- —
consumers, cbys.....lb. .13 - —
7-lb. bots.....lb. .24 - —
Oleum (see sulphuric fuming).
Oxalic, dom., bbls., c.l., works, lb. .10¾- —
10,000 lbs., and over....lb. .11 - —
smaller quantities.....lb. .12 - .14
Palm oil, dms.....lb. .08¾- .09¼
Phenylacetic, bots.....lb. 2.00 - 3.25
Phosphoric, tech., 50%, cbys.lb. .06 - —
75%, cbys. .....lb. .09 - —
USP, 85%, s. g. 1,710, cbys., 70 lbs..lb. .12 - —
djns., 25 lbs. .....lb. .15 - —
50% s.g., 1347, cbys., 70 lbs., lb. .12 - —
djns., 25 lbs.....lb. .15 - —
10%, dilut., cbys., djns..lb. .07 - .07½
Picramic, kgs.....lb. .65 - .70
Picric, bbls. .....lb. .35 - —
Propionic ref., cbys., works.lb. .25 Nom.
dms., works .....lb. .22 Nom.
tech., cbys., works.....lb. .20 Nom.
dms., works .....lb. .16 Nom.
Pyrogallic, tech., lump, powd., bbls..lb. 1.05 - —
cns. .....lb. 1.10 - —
USP, cryst., cns.....lb. 1.45 - 1.63
resubl., cns.....lb. 2.05 - 2.15
Pyroligneous, bbls., dlvd. E. gal. .25 - —
Ricinoleic, dms .....lb. .38 - —
tech., bbls.....lb. .13 - —
Salicylic, tech., bbls.....lb. .33 - —
USP, bbls. .....lb. .40 - .45
Sebacic, C.P., bbls., works..lb. .58 - —
tech., bbls., works.....lb. .37 - .41
Soybean oil, dist, dms.....lb. .10½- .11½
Stearic, distil., double pressed, bgs., dlvd..lb. .11½- .12½
single pressed, bgs., dlvd.lb. .11 - .12
triple pressed, bgs., dlvd..lb. .14¼- .15¼
saponif., double pressed, bgs, dlvd..lb. .11¾- .12¾
triple pressed, bgs., dlvd..lb. .14½- .15½
Succinic, bbls. .....lb. .75 - —
Sulphanilic, CP, bots, works.lb. 1.60 - 1.68
tech., dms., works.....lb. .17 - —
Sulphonaphthenic, dms.....lb. .04 - .10
Sulphuric, 60°, cbys., c.l., E. works..100 lbs. 1.25 - —
l.c.l., 25 and over, works, 100 lbs. 1.50 - —
10 to 24, works..100 lbs. 1.60 - —
1 to 9, works..100 lbs. 2.20 - —
tanks, E. works.....ton.13.00 - —
66°, cbys., c.l., E. works, 100 lbs. 1.50 - —
l.c.l., 25 and over, works, 100 lbs. 1.75 - —
10 to 24, works..100 lbs. 1.85 - —
1 to 9, works..100 lbs. 2.45 - —
tanks, E. works.....ton.16.50 - —
98%, tanks, works.....ton.17.50 - —
C.P., U.S.P., dealers, cbys.. lb. .06½- —
9-lb. bots.....lb. .16½- —
consumers, cbys.....lb. .08 - —
9-lb. bots.....lb. .18 - —
fuming, 20%, tanks, E. works, ton.18.50 - —
65%, tanks, E. works....ton.36.00 - —
Tannic, tech., bbls., dms...lb. .40 - .47
USP, fluffy, bbls., 1,000 lbs.lb. .88 - —
100-lb. lots.....lb. .90 - —
25-lb. lots.....lb. .93 - —
powd., bbls., 1,000 lbs....lb. .78 - —
smaller lots.....lb. .80 - —
Tartaric USP, dom., cryst., gran., powd., bbls., 10,000 lbs. or more, one shipment..lb. .24¾- —
smaller quantities ....lb. .25¼- —
kgs. .....lb. .25¾- —
Tobias, bbls. .....lb. .65 - —
Trichloroacetic, bots. .....lb. 2.00 - 2.50
Tungstic, CP, kgs.....lb. No prices
tech., kgs. .....lb. No prices
Aconite, leaves, bls.....lb. .30 - .32
Root, bls.....lb. .35 - .36
Aconitine, amorph., bots.....oz.17.00 -18.00
vls. .....gr. .06 - .09
cryst., bots.....oz.20.00 - —
vls. .....gr. .09 - .11
Adeps, lanae, anhyd., dms....lb. .17½- .19
hyd., dms.....lb. .16 - .18
Agar, 1, bls.....lb. 1.15 - 1.20
2, bls.....lb. 1.05 - 1.10
3, bls.....lb. .72 - .75
Agaric, white, bls.....lb. 3.25 - 3.50
Albumen, blood, dark, flake, bgs., c.l., f.o.b. Chicago, frt. alld.lb. .11 - —
l.c.l., bgs., same basis..lb. .13 - .15
pow'd, grade A, same basis, ton lots..lb. .15 - —
smaller lots, Chicago....lb. .18 - —
light, dom., flake, dms., Chicago..lb. .52 - .60
import, bgs.....lb. .50 - —
Egg, ed., dom., bbls.....lb. 1.05 Nom.
import, cs.....lb. .85 Nom.
Alcohol, amyl (see also Fusel oil, refd.), ex pentane dms., c.l., frt. alld..lb. .133 - —
l.c.l., frt. alld.....lb. .143 - —
tanks, frt. alld.....lb. .123 - —
secondary, dms., c.l., frt. pd., E. of Rocky Mts..lb. .09½- —
l.c.l., same terms.....lb. .10 - —
tanks, same terms.....lb. .08½- —
Benzyl, cans.....lb. .70 - —
drums .....lb. .63 - —
Butyl, normal, dms., c.l., frt. alld..lb. .10 - —
l.c.l., frt. alld.....lb. .10½- —
tanks, frt. alld.....lb. .09 - —
secondary, dms., c.l., frt. pd., E. of Rocky Mts..lb. .08 - —
l.c.l., same terms.....lb. .08½- —
tanks, same terms.....lb. .07 - —
tertiary, denating, dms., frt. alld..lb. .14 - —
Capryl, pure, dms., works...lb. 2.50 - —
tech., dms., works.....lb. .85 - —
Cetyl, dom., C.P., fiber ctns., 1,000 lbs..lb. 1.50 - —
500 lbs. .....lb. 1.70 - —
100 lbs. .....lb. 1.80 - —
25 lbs. .....lb. 1.90 - —
5 lbs. .....lb. 2.00 - —
coml., dms.....lb. .95 - —

Acacia—Alum, Potash

Alcohol, cetyl, import, 85%, dms. 100 lbs. .55 - —
5 to 10 lbs.....lb. .75 - —
coml., dms., 350 lbs.....lb. .45 - —
Cinnamic, bots.....lb. 2.00 - 2.50
Denatured, CD11, 12, 13, dms., c.l., works, E..gal. .35 - —
l.c.l., works, dms., dealer and industrial accounts. gal. .40 - —
jobber accounts...gal. .38 - —
tanks, E., works.....gal. .29 - —

Prices for territories other than E. of Rockies, 3c. per gal. higher. Tankcar sales require written authorization by Alcohol Tax Unit.

SD1, 190 pf., bbls., c.l., E. works..gal. .34 - —
19 bbls., E. works...gal. .36 - —
1 to 18 bbls., E. works, gal. .39 - —
dms., c.l., E. works....gal. .33 - —
19 dms., E. works...gal. .35 - —
1 to 18 dms., E. works, gal. .38 - —
tanks, E. works.....gal. .27 - —

Anhydrous, 5c. per gal. higher.

SD23-G, works, E., dms., c.l., gal. .37½- —
19 dms.....gal. .39½- —
1 to 18 dms.....gal. .42½- —
tanks .....gal. .31½- —

Prices for territories other than E. of Rockies, 3c. per gal. higher.

Special solvent, dms., c.l., E. works..gal. .34 - —
20 dms., E. works...gal. .36 - —
1 to 19 dms., E. works, gal. .39 - —
tanks, E. works.....gal. .28 - —

Tankcar sales require written authorization by Alcohol Tax Unit.

Diacetone, pure, contract, dms., c.l., frt. alld..lb. .13½- —
l.c.l., frt. alld.....lb. .14 - —
tech., contract, dms., c.l., frt. alld..lb. .12½- —
l.c.l., frt. alld.....lb. .13 - —
Ethyl, 190 pf., ex molasses, bbls., c.l—gal. 4.13 - —
19 bbls.....gal. 4.15 - —
1 to 18 bbls.....gal. 4.18 - —
dms., c.l.....gal. 4.12 - —
19 dms.....gal. 4.14 - —
1 to 18 dms.....gal. 4.17 - —
tanks .....gal. 4.06 - —
absolute, dms., c.l.....gal. 4.42 - —
19 dms.....gal. 4.44 - —
1 to 18 dms.....gal. 4.47 - —

Grain alcohol 45c. per gal. higher.

Furfuryl, tech., cns., works..lb. .45 - —
dms., c.l., 33,000 lbs., works, lb. .30 - —
l.c.l., 500 lbs. and more, works..lb. .35 - —
Hexyl, secondary, dms., c.l., frt. pd. E. of Rocky Mts.lb. .10 - —
l.c.l., same terms.....lb. .13½- —
tanks, same terms.....lb. .12 - —
Isoamyl, primary, dms., l.c.l., dlvd..lb. .27 - —
cans, works.....lb. .32 - —
Isobutyl, refd., dms., c.l., works, frt. alld. E. of Rockies.lb. .09½- —
l.c.l., same terms.....lb. .10 - —
tanks, same terms.....lb. .08½- —
Isopropyl, denat., grd., dms., c.l., frt., alld..gal. .32 - —
l.c.l., frt., alld.....gal. .33 - —
refd., 91% dms., c.l., f.o.b. dest..gal. .39½- —
l.c.l., same terms....gal. .44½- —
tanks, same terms....gal. .34½- —
98%, dms., c.l., same terms, gal. .44½- —
l.c.l., same terms....gal. .49½- —
tanks, same terms....gal. .39½- —
tech., 91%, dms., c.l., same terms..gal. .35 - —
l.c.l., same terms....gal. .40 - —
tanks, same terms....gal. .30 - —
98%, dms., c.l., same terms, gal. .39½- —
l.c.l., same terms....gal. .44½- —
tanks, same terms....gal. .34½- —
Methyl (see Methanol)
Phenylethyl, bots., cns.....lb. 1.50 - 2.50
Propyl (see Isopropyl)
Aldehol, denat., grade, dms., tanks, works..gal. .70 - .80
Aldol, 95%, dms., c.l., works..lb. .21 - —
l.c.l., works.....lb. .25 - —
Aletris root, bgs.....lb. .43 - .45
Alizarin (see Red, alizarin).
Alkanet root, bgs.....lb. .11 - .12
Aloe, Barbados, true, cs.....lb. .85 - .90
Cape, cs.....lb. .18 - .19
Curacao, cs.....lb. .35 - .36
gourds, bbls.....lb. .50 - .55
Socotrine, kgs.....lb. .60 - .62
Aloin, 140-lb. bbls.....lb. 2.00 - —
100-lb. kegs.....lb. 2.02 - —
25-lb. fib. dms.....lb. 2.09 - —
Alphanaphthol, bbls.....lb. .52 - —
Alphanaphthylamine, bbls.....lb. .32 - —
Althea root, cube cut, bls.....lb. .30 - .32
Alum, ammonia, burnt, USP, bbls. kgs..lb. .16 - .18
gran., bbls., works....100 lbs. 3.00 - 3.05
dlvd. N.Y., Phila...100 lbs. 3.15 - —
lump, bbls., works....100 lbs. 3.25 - 3.50
dlvd. N.Y., Phila...100 lbs. 3.40 - —
powd., bbls., works...100 lbs. 3.40 - 3.65
dlvd. N.Y., Phila...100 lbs. 3.55 - —

Ammonia alum prices are for contract and open market; f.o.b. Phila.; frt. equalized with Marcus Hook, Boston, Atlanta, or Joliet; rail or water rates, whichever is lower. L.c.l. quantities must carry l.c.l. rate applying; for truck or sx warehouse deliveries all metrop. zones (except N.Y.) add l.c.l. rail or water rate, whichever is lower, from shipping or equalization point; dlvd. N.Y. prices apply to truck or ex warehouse.

Potash, gran., bbls., works, 100 lbs. 3.25 - 3.50
dlvd. N.Y., Phila...100 lbs. 3.40 - —
lump, bbls., works....100 lbs. 3.50 - 3.75
dlvd. N.Y., Phila...100 lbs. 3.65 - —
powd., bbls., works...100 lbs. 3.65 - 3.90
dlvd. N.Y., Phila...100 lbs. 3.80 - —

Potash alum prices on same basis as those for ammonia alum.

Alum—Amyl Alcohol

Alum, potash-chrome, bbls....lb. .06½- .06¾
Soda, bbls., c.l., works..100 lbs. 3.25 - —
l.c.l., dlvd.....100 lbs. 4.25 - 5.00
Alumina acetate, C.P. 20% solut., bbls..lb. .09 - .10
Alumina chloride, anhyd., com'l, dms. (extra), 45,000 lbs. and over, works..lb. .05 - —
12,000 to 40,000 lbs., works..lb. .06 - —
1,100 to 11,000 lbs., works..lb. .07 - —
140 to 875 lbs., works.lb. .08 - —
100 lbs., or less, works.lb. .09 - —
cryst., com'l, dms., c.l., works..lb. .06 - —
l.c.l., dms., works.....lb. .06½- —
solution, 32 deg., cbys., c.l., works..lb. .02¾- —
l.c.l., cbys., works.....lb. .03¼- —
Hydrate, heavy, bbls., c.l., works..lb. .0200- —
less car lots, works....lb. .03½- —
light, bbls., dlvd.....lb. .12 - —
Oleate, dms., contr.....lb. .16¾- —
open order.....lb. .17½ .18½
Palmitate, precip., bbls.....lb. .23 - —
Résinate, precip., dms., dlvd.lb. .15 - —
Stearate, precip., bbls., ctns., c.l..lb. .19 - —
l.c.l., ton.....lb. .20 - —
less than ton.....lb. .21 - —
Sulphate, com'l bgs., c.l., works, frt. equaled..100 lbs. 1.35 - —
l.c.l., works, frt. equald.. 100 lbs. 1.60 - —
bbls., c.l., works, frt. equald. 100 lbs. 1.55 - —
l.c.l., works, frt. equald. 100 lbs. 1.80 - —
Alumina, sulphate, iron-free, bgs., c.l., works..100 lbs. 2.00 - —
l.c.l., works.....100 lbs. 2.25 - 2.40
truckloads, bgs.....100 lbs. 2.40 - —
10 to 24, dlvd. met. N.Y. 100 lbs. 2.55 - —
5 to 9, dlvd. met. N.Y. 100 lbs. 2.80 - —
1 to 4, dlvd. met. N.Y. 100 lbs. 3.30 - —
bbls., c.l., works.....100 lbs. 2.20 - —
l.c.l., works.....100 lbs. 2.45 - —
truckloads, dlvd., met. N.Y. 100 lbs. 2.60 - —
10 to 24, dlvd. met. N.Y. 100 lbs. 2.75 - —
5 to 9, dlvd., met. N.Y. 100 lbs. 3.00 - —
1 to 4, dlvd. met. N.Y. 100 lbs. 3.50 - —
Aluminum, 98-99%, dms., c.l....lb. .20 - —
l.c.l. .....lb. .21 - —
paste, extra fine lining, dms., 30,000 lbs., frt. alld. E. of Miss..lb. .63½- —
5,000 lbs., same basis..lb. .64½- —
2,000 lbs., single shipt., same basis..lb. .65 - —

On 2,000-lb. orders in split shipment the price is ½c. higher in lots of 400 lbs. and more; 1c. higher in lots of 200-399 lbs.; 3c. higher in lots of 10-199 lbs.; on smaller orders the price is higher than the 2,000-lb. basis by 1c. in lots of 1,000 lbs. and more; 2c. on 400-999 lbs.; 5c. on 200-399 lbs.; 10c. on 10-199 lbs.

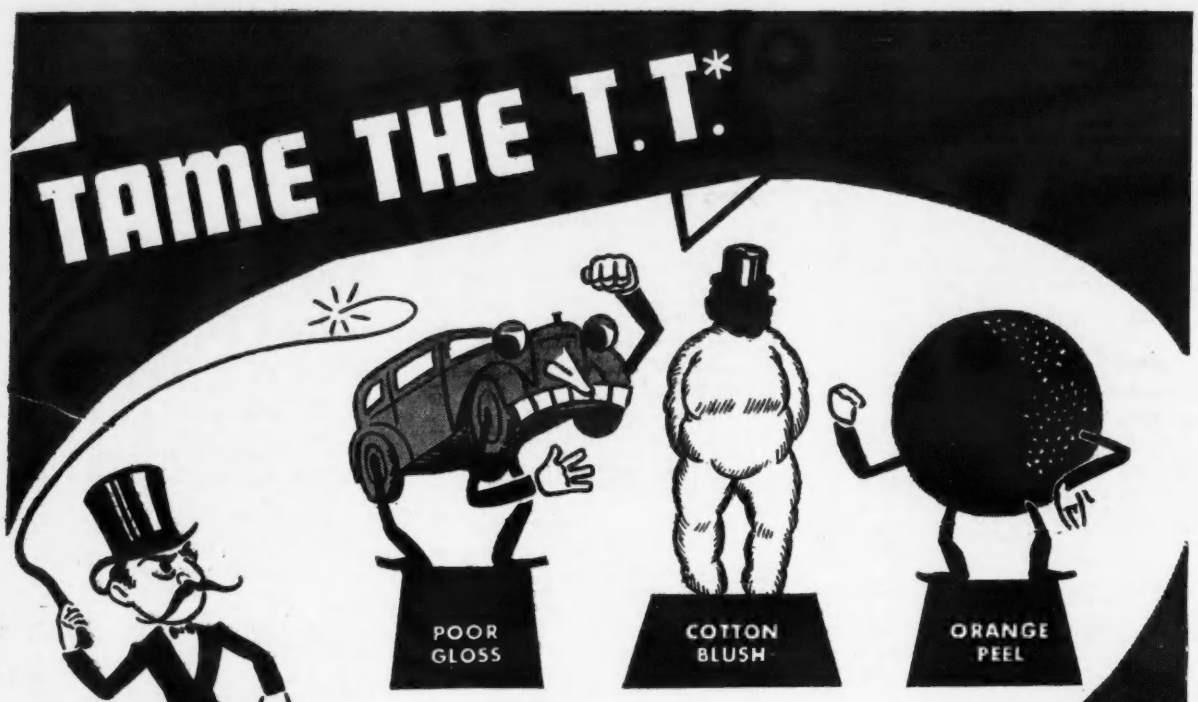
Aluminum, paste, ink, dms., 30,000 lbs., same basis..lb. .73½- —
5,000 lbs., same basis..lb. .74½- —
2,000 lbs., single shipt., same basis..lb. .75 - —
split shipts. (see note fine lining paste).
standard, dms., 30,000 lbs., same basis..lb. .41½- —
5,000 lbs., same basis..lb. .42½- —
2,000 lbs., single shipt., same basis..lb. .43 - —
split shipts. (see note fine lining paste).
powder, lining, extra fine, dms., 30,000 lbs., same basis..lb. .90½- —
5,000 lbs., same basis..lb. .91 - —
2,000 lbs., single shipt., same basis..lb. .92 - —
split shipts. (see note fine lining paste).
standard, dms., 30,000 lbs., same basis..lb. .55½- —
5,000 lbs., same basis..lb. .56½- —
2,000 lbs., single shipt., same basis..lb. .57 - —
split shipts. (see note fine lining paste).
litho, extra brilliant, dms., 30,000 lbs., same basis, lb. .41½- —
5,000 lbs., same basis.lb. .42½- —
2,000 lbs., single shipt., same basis..lb. .43 - —
split shipts. (see note fine lining paste).
extra fine, dms., 30,000 lbs., same basis..lb. .45½- —
5,000 lbs., same basis..lb. .46½- —
2,000 lbs., single shipt., same basis..lb. .47 - —
split shipts. (see note fine lining paste).
Aluminum, powd., litho., standard dms, 30,000 lbs., same basis..lb. .40½- —
5,000 lbs., same basis..lb. .41½- —
2,000 lbs., single shipt., same basis..lb. .42 - —
split shipts. (see note fine lining paste).
wallpaper, dms., 30,000 lbs., same basis..lb. .41½- —
5,000 lbs., same basis..lb. .42½- —
2,000 lbs., single shipt., same basis..lb. .43 - —
split shipts. (see note fine lining paste)
rubber comp., dms., 30,000 lbs., same basis..lb. .36½- —
5,000 lbs., same basis..lb. .39½- —
2,000 lbs., single shipt., same basis..lb. .40 - —
split shipts (see note fine lining paste)
unpolished, dms., 30,000 lbs., same basis..lb. .35½- —
5,000 lbs., same basis..lb. .36½- —
2,000 lbs., single shipt., same basis..lb. .37 - —
split shipts. (see note fine lining paste)
varnish, extra brilliant, dms., 30,000 lbs., same basis..lb. .41½- —
5,000 lbs., same basis.lb. .42½- —
2,000 lbs., single shipt., same basis..lb. .43 - —
split shipts. (see note fine lining paste)
extra fine, dms., 30,000 lbs., same basis..lb. .43½- —
5,000 lbs., same basis.lb. .46½- —
2,000 lbs., single shipt., same basis..lb. .47 - —
split shipt (see note fine lining paste)
standard, dms., 30,000 lbs., same basis..lb. .40¾- —
5,000 lbs., same basis.lb. .41½- —
2,000 lbs., single shipt., same basis..lb. .42 - —
split shipts. (see note fine lining paste)
Ambergris, gray, tins.....oz. 17.00 -35.00
Aminopyrine, fib., dms., 100 lbs., lb. 4.00 - —
bots., 5 lbs. .....lb. 4.22 - 4.26
Ammonia, acetate, kgs.....lb. .26 - .33
Aldehyde, dms. .....lb. .65 - .70
Anhydrous, fertilizer, com'l, tanks (50,000 lbs.), works..lb. .04½- —
refrigeration, tanks, works..lb. .05 - —
pure, cyls., dlvd., met. N.Y., lb. .18 - .22

Anhydrous ammonia in cylinders is quoted on a nationwide schedule of delivered and stock point prices in all States.

Aqua, 26°, cbys.....lb. .05¾- —
dms., c.l.....lb. .03¾- —
l.c.l. .....lb. .03½- —
tanks (on NH_3 content), dlvd., E..lb. .05 - .05¼
Benzoate, dms., 4,000 lbs. or more..lb. .41 - .42
1,000 lbs. to 3,900 lbs....lb. .42 - .43
900 lbs. or less.....lb. .45 - .46
kgs., 4,000 lbs. or more...lb. .40 - —
1,000 lbs., to 3,900 lbs...lb. .41 - —
900 lbs. or less.....lb. .44 - —
Bicarbonate, bbls., c.l., works, 100 lbs. 5.15 - —
l.c.l., dlvd., N. Y....100 lbs. 6.71 - —
Bichromate, bbls.....lb. .23 - —
Bifluoride, bbls.....lb. .16 - .18
Borate, bbls., kgs.....lb. .15 - .16
Bromide, gran., bbls.....lb. .35 - —
bxs. .....lb. .38 - .39
kgs. .....lb. .36 - —
Carbonate, tech., dom., bbls. lb. .03 - .12½
imported, caks. .....lb. .09 - .12½
USP, lump, dms.....lb. .08 - .11
powd., bbls., dms.....lb. .09 - —
Chloride, tech. (see Ammoniac, sal).
USP, gran., bbls.....lb. .11 - .16
kgs. .....lb. .15 - —
Citrate, dms.....lb. .30 - —
cns. .....lb. .35 - —
Fluoride, bbls.....lb. .17 - .19
Hydroxide (see Ammonia, aqua).
Hypophosphite, fib., dms....lb. 1.10 - 1.17
jars .....lb. 1.20 - —
Iodide, 5-lb. bots.....lb. 3.32 - —
jars .....lb. 3.25 - —
Laurate, bbls.....lb. .23 - —
Linoleate, 80%, anhyd., bbls.lb. .15 - —
Naphthenate, bbls.....lb. .17 - —
Nitrate, tech., bags, c.l., works. 100 lbs. 3.60 - —
bbls., works.....100 lbs. 3.75 - —
l.c.l., bags, works.....100 lbs. 3.85 - —
bbls., works.....100 lbs. 4.00 - —
Oleate, dms.....lb. .15 - —
Oxalate, neutral, cryst., powd., bbls., kgs..lb. .22½- —
Perchlorate, kgs.....lb. .16 - —
Persulphate, kgs.....lb. .21 - —
Phosphate, dibasic, N.F.V., bls. lb. .27 - —
kgs. .....lb. .29 - —
tech., bbls., c.l.....lb. .07½- —
l.c.l. .....lb. .09 - .10
monobasic, crude (fertilizer grade), 11% N 48% phos., bulk, f.o.b. E. works..unit-ton. 1.20 & .70
pure, bbls.....lb. .40 - .45
tech., bbls., c.l.....lb. .07½- —
l.c.l. .....lb. .09 - .10
Ricinoleate, bbls.....lb. .15 - —
Salicylate, USP, kgs.....lb. 1.15 - 1.20
Sulphate, dom., bulk, c.l., f.o.b. ports or ovens, contr., 6-8 mos., Nov.-Dec. ton. 28.00 - —
Jan.-June, 1938...ton. 28.50 - —

Ammonia sulphate contracts any 1-5 mos., through June 1938, $1 per ton additional; spot prices $1 per ton additional. Bag packing charged extra at $1.30 per ton for 200's and $2 per ton for 100's. Deliveries in Ill., Mich., Ind., Ohio, Wis. and Ohio river destinations in Ky. are f.o.b. ovens freight allowed.

Sulphide, liquid, 35-40%, basis 100%, dms., works..lb. .12 - .15
tanks, delvd .....lb. .11 - —
Sulphocyanide, com'l, fib., dms., 2,000 lbs., works..lb. .14 - —
smaller lots, works.....lb. .16 - —
pure, 99-100%, kgs.....lb. .55 - —
Ammoniac, gum (see Gum, ammoniac).
Sal, gray, dom., bbls., c.l., 100 lbs. 5.50 - 5.75
l.c.l. .....100 lbs. 6.00 - 6.70
white, gran., dom., bbls., contracts, works.100 lbs. 5.00 - 5.05
import, csks .....100 lbs. 5.00 - 5.05
Amyl acetate, ex fusel oil, dms., c.l., works..lb. .11½- —
l.c.l., frt., alld.....lb. .12 - —
tanks, works .....lb. .10¾- —
ex pentane, dms., frt. alld..lb. .125 - —
l.c.l., frt., alld.....lb. .135 - —
tanks, frt., alld.....lb. .115 - —
secondary, dms., c.l., frt. pd., E. of Rocky Mts..lb. .09¼- —
l.c.l., same terms.....lb. .10 - —
tanks, same terms.....lb. .08¼- —
Alcohol (see Alcohol amyl.)



Production of fine lacquers of uniform quality presents enough difficulties without being hampered by the Trouble Trio. Poor Gloss, Cotton Blush and Orange Peel are permanently "tamed" when you formulate with

PENTASOL *and* PENT-ACETATE

Combinations or blends of these 100% amyl solvents have superior blush resistance under the most severe conditions. The low affinity of PENTASOL and PENT-ACETATE for water assures a finished lacquer film with minimum orange peel. Properly formulated, PENTASOL and PENT-ACETATE can be counted upon to produce smooth flowing lacquers of unusual luster and durability.

SHARPLES TRADE MARK SOLVENTS

THE SHARPLES SOLVENTS CORP.
2300 WESTMORELAND STREET, PHILADELPHIA
80 E. JACKSON BOULEVARD, CHICAGO, ILLINOIS
551 FIFTH AVENUE, NEW YORK CITY

Amyl butyrate, dms., 50 gal., returnable..lb. .75 - —
Caproate, cns.....lb. 2.75 - —
Chloride, normal, dms., works, lb. .56 - —
small lots, works.....lb. .68 - —
mixed, tech., dms., c.l., works..lb. .07 - —
l.c.l., works .....lb. .077 - —
tanks, works.....lb. .06 - —
Cinnamic aldehyde, cns.....lb. 2.00 - 2.25
Nitrite, bots.....lb. 1.80 - 1.85
Mercaptan, dms., l.c.l., works.lb. 1.10 - —
Oleate, dms., l.c.l., works...lb. .25 - —
Salicylate, bots., 5 lbs.....lb. .61 - —
cns., 25 lbs.....lb. .51 - —
Stearate, dms., l.c.l., works..lb. .26 - —
Amylene, dms., c.l., works....lb. .102 - —
l.c.l., works.....lb. .11 - —
tanks, works.....lb. .09 - —
Anethol, bots.....lb. 1.30 - 1.35
Angelica root, dom., bls.....lb. .23 - .25
import, natural, bls.....lb. .28 - .30
twisted, bls.....lb. .30 - .40
Angostura bark, bls.....lb. .45 - .50
Anilin oil, dms.....lb. .15 - .16
tanks .....lb. .14½- —
Salt, dms., works.....lb. .22 - .24
Anise, Spanish, bgs.....lb. .11¾- .12¼
Star, bgs.....lb. .15 - .16
Anisic aldehyde, bots.....lb. 3.00 - 3.10
Annatto paste, bxs.....lb. .34 - .39
Seed, bgs.....lb. .07¾- .08½
Anthraquinone, 99.5%, subl., bbls. lb. .65 - —
Antimony, butter (see Antimony chloride)
Chloride, solut., cbys.....lb. .17 - —
Metal, spot.....lb. .17¼- —
Needle, powd., bbls.....lb. .14 - .16
Oxide, bbls., c.l.....lb. .15½- —
l.c.l.....lb. .15¾- —
Salts, 65%, kgs.....lb. .23¾- .24
White, pigment, bgs., c.l., Texas works, frt. alld. to ½c. lb., lb. .12½- .15¼
Antipyrene, bbls., kgs., ton lots, lb. 2.00 - —
smaller lots.....lb. 2.10 - 2.15
Apomorphine, bots.....oz. 23.20 -23.70
Archil extract, conc., bbls....lb. .21 - .27
double, bbls.....lb. .18 - .20
triple, bbls.....lb. .18 - .20
Areca nuts, powd., bbls.....lb. .14 - .15
Arecoline hydrobromide, bots., oz. 4.75 - 5.00
Argols, test 70% to 85%, basis 100%, 100 kgm., purity..... 100 kilos. 32.00 -34.00
Arnica flowers, bls.....lb. .35 - .36
Root, bls.....lb. .38 - .40
Arrowroot, St. Vincent, powd., bgs..lb. .08¾- .09¾
bbls. .....lb. .08¾- .09
Arsenic iodide (arsenous), 5 lb. bots..lb. 5.15 - —
jars .....lb. 5.00 - —
Metal, lump, cs.....lb. .42 - .43
Red, import, cs.....lb. .15¾- .16¼
Trioxide (see Acid, arsenous).
White, powd., kgs., c.l.....lb. .03 - —
l.c.l. .....lb. .03¼- —
Arsenous chloride, cns.....lb. 4.85 - —
Asafetida, cs.....lb. .19 - .20
powd., bbls., bxs.....lb. .55 - .75
Asbestine (see Talc, N. Y. fibrous).
Asbestos fiber, 5M, bgs., c.l. (20 tons), Canad. mines..ton. 37.50 - —
5R, bgs., c.l. (20 tons), Canad. mines—ton. 35.00 - —
6D, bgs., c.l. (30 tons), Canad. mines..ton. 27.00 - —
7D, bgs., c.l., (30 tons), Canad. mines..ton. 23.00 - —
7F, bgs., c.l. (30 tons), Canad. mines..ton. 21.00 - —
7H, bgs., c.l. (30 tons), Canad. mines..ton. 17.00 - —
7K, bgs., c.l. (30 tons), Canad. mines—ton. 14.50 - —
7M, bgs., c.l. (30 tons), Canad. mines..ton. 12.00 - —
Asphaltum, Barbados, A, bgs., 20 tons, f.o.b. N. Y.....lb. .02½- —
smaller lots, f.o.b. N. Y.lb. .03½- —
AA, bgs., 20 tons, f.o.b. N.Y., lb. .06½- —
smaller lots, f.o.b. N. Y.lb. .10½- —
California, dms., c.l., f.o.b. N.Y. ton. 29.00 - —
l.c.l., f.o.b. N. Y.....ton. 36.50 - —
Cuban A, bgs., c.l., f.o.b. N. Y. ton. 60.00 - —
l.c.l., f.o.b. N. Y.....ton. 90.00 - —
B, bgs., c.l., f.o.b. N. Y..ton. 35.00 - —
l.c.l., f.o.b. N. Y.....ton. 55.00 - —
Egyptian, bgs., c.l., f.o.b. N.Y. lb. .12 - —
l.c.l., f.o.b. N. Y.....lb. .15 - —
Gilsonite, brilliant black, bgs., c.l., Western shipt. points, ton. 32.90 - —
seconds, bgs., c.l., Western shipt. points .....ton. 25.50 - —
selects, bgs., c.l., Western shipt. points..ton. 30.50 - —
l.c.l., f.o.b., N. J. or N. Y., whse..ton. 49.50 - —
Jet, bgs., c.l., Western shipping points..ton. 30.50 - —
Maltha, dms., c.l., f.o.b. N.Y. ton. 29.00 - —
l.c.l., f.o.b. N. Y.....ton. 36.50 - —
Manjak (see Asphaltum, Barbados).
Mexican, Texas, dms., c.l., refinery..ton. 19.00 - —
l.c.l., refinery.....ton. 21.00 - —
tanks, refinery.....ton. 16.00 - —
Petroleum cut-back, bbls., l.c.l., E. cst. refinery, gal. .13 - —
dms., c.l., E. cst., refinery, gal. .12 - —
tanks, Calif., refinery....ton. 12.50 -14.00
East Coast, refinery...gal. .06 - .06½
Ill., Ind., refinery.....gal. .06½- —
N. Orleans refinery....gal. .06 - —
Wyo., refinery.....gal. .07½- —
Atropine, bots.....oz. 5.25 - 5.80
Sulphate, bots.....oz. 2.90 - 3.55
cns. .....oz. 2.85 - —

B

Balm of Gilead buds, bgs.....lb. .40 - .45
Barberry bark, bgs.....lb. .22 - .25
Tree bark, bls.....lb. .10 - .11
Barbital, cs.....lb. 3.25 - 3.30
Barium carbonate, natural, 99% grd., bgs., c.l., works, ton. 44.00 - —
99%, 200 mesh, bgs., c.l., works..ton. 47.00 - —
precip., bgs., c.l., works..ton. 52.50 - —
bbls., works .....ton. 57.50 - —
l.c.l., bgs., works.....ton. 57.50 - —
bbls., works .....ton. 62.50 - —
sulphur-free bgs., bbls., c.l., works..ton. 57.50 -62.50
Chlorate, kgs. .....lb. .16½- .17½
Chloride, C.P., cryst., bbls..lb. .19 - —
dms .....lb. .20 - —
Barium, chloride, tech., dom., cryst., bgs., c.l., Zone 1, dlvd. New England States, N. Y., N. J., Pa., Md., Del., Va., West Va., Ohio, Mich., Ind., Wisc., Ill., Ky. and principal cities on west bank of Miss., north of Ark. line....ton. 72.00 - —
Zone 1, bbls., same basis. ton. 74.00 - —
l.c.l., bgs., same basis, ton. 85.00 - —
bbls., same basis..ton. 87.00 - —
Zone 2, bgs., c.l., dlvd. Tenn., N. - S. Carolina, Ga., Ala., Miss., Fla..ton. 76.00 - —
bbls., same basis..ton. 78.00 - —
l.c.l., bgs., same basis, ton. 89.00 - —
bbls., same basis..ton. 91.00 - —
Zone 3, bgs., c.l., dlvd. Minn., Ia., Mo., Col., N. Mex., Idaho, Utah, Ariz., ton. 82.00 - —
bbls., same basis..ton. 84.00 - —
l.c.l., bgs., same basis, ton. 95.00 - —
bbls., same basis..ton. 97.00 - —
Zone 4, bgs., c.l., dlvd. Wash., Ore., Calif., Nev..ton. 78.00 - —
bbls., same basis..ton. 80.00 - —
l.c.l., same basis....ton. 91.00 - —
bbls., same basis..ton. 93.00 - —
Dioxide, dms.....lb. .11 - .15
Fluoride, bbls.....lb. .15 - .16
Fluosilicate, bbls. .....lb. .15 - .16
Hydrate (see Hydroxide).
Hydroxide, bbls.....lb. .04¾- .05½
Barium, iodide, bots.....lb. 4.30 - 4.45
Monoxide (see Oxide).
Nitrate, cks.....lb. .07 - .08¼
Oxide, dms.....lb. .11 - .15
Peroxide (see Dioxide).
Sulphate, tech. (see Barytes and blanc fixe).
X-ray, bbls.....lb. .09½- .10
kgs. .....lb. .12 - —
Barytes, dom., floated, bbls., c.l., St. Louis..ton. 23.65 - —
l.c.l., ex whse., Boston, ton. 36.00 - —
Chicago .....ton. 31.15 - —
Cleveland .....ton. 33.50 - —
New York.....ton. 32.00 - —
paper bgs., c.l., St. Louis. ton. 22.85- —
l.c.l., ex car, Baltimore, ton. 36.70 - —
Boston .....ton. 31.70 - —
Philadelphia .....ton. 30.50 - —
ex whse., Baltimore..ton. 32.10 - —
Boston .....ton. 35.20 - —
Chicago .....ton. 30.35 - —
Cleveland .....ton. 33.00 - —
Detroit .....ton. 33.00 - —
Kansas City.....ton. 30.93 - —
Los Angeles.....ton. 42.90 - —
New York.....ton. 31.50 - —
Philadelphia .....ton. 31.90 - —
San Francisco.....ton. 42.00 - —
Toronto .....ton. 39.90 - —
Southern off color, bulk, mines..ton. 12.00 - —
95.75%, bulk, mines.....ton. 16.00 - —
ore, bulk, mines long ton. 7.00 - —
German, grd., bbls., c.l., dock., t.a...ton. 25.00 -26.00
l.c.l., ex wrhse.....ton. 30.00 - —
ungrd., bulk, c.l., ex dock. ton. 13.00 -14.00
Italian, grd., bbls., c.l., ex dock, t.a...ton. 29.50 Nom.
l.c.l., ex wrhse.....ton. 32.50 - —

Amyl Butyr.—Betanaph. Benz.

Bauxite, bulk, mines.....ton. 7.00 -10.00
Bay leaves (see Laurel leaves)
Bay rum, import, bbls.....gal. .71½ Nom.
Bayberry bark, bgs.....lb. .15 Nom.
Belladonna leaves, bls.....lb. .14 - .16
Root, bls. .....lb. .12 - .13
Bentonite, 200 mesh, bgs., Wyo. works..ton. 11.00 - —
325 mesh, bgs., Wyo. works, ton. 16.00 - —
Benzaldehyde, tech., cbys., dms., lb. .60 - .70
USP, X, dms., 50 to 100 lbs..lb. .85 - —
5 to 25 lbs.....lb. .90 - .95
Benzene (see benzol).
Benzidin base, bbls.....lb. .70 - —
Benzol, 90%, nitration, pure, dms., works..gal. .21 - —
tankcars, frt. alld. E. of Omaha..gal. .16 - —
Benzol tankcar prices, West, f.o.b. sellers' works.
Benzoyl chloride, dms.....lb. .40 - .47
Benzyl acetate, f.f.c., bots....lb. .55 - 1.00
Alcohol (see Alcohol, benzyl).
Benzoate, a.m.a., f.f.c., tins.lb. .90 - 1.20
Chloride, 95-97%, refd., dms.lb. .30 - .40
tech., dms.....lb. .25 - .26
Formate, cns.....lb. 2.75 - 3.50
Benzylidineacetone, bots.....lb. 2.35 - 3.50
Berberine bisulphate, cns.....lb. 16.75 - —
Hydrochloride, cns.....lb. 16.75 - —
Sulphate, cns.....lb. 16.75 - —
Berberis root, bls.....lb. .15 - .16
Betanaphthol, subim., bbls....lb. .55 - —
kgs. .....lb. .60 - —
tech., bbls., c.l., works....lb. .23 - —
l.c.l., bbls., works.....lb. .24 - —
Benzoate, flb. dms.....lb. 2.10 - —
kgs. .....lb. 2.00 - —

COAL TAR PRODUCTS

THE ENTIRE RANGE OF

ACIDS
CRESYLIC ACID
HIGH BOILING TAR ACIDS
HIGH BOILING XYLENOLS
LOW BOILING XYLENOS
META PARA CRESOL
ORTHO CRESOL
PHENOL
SYMMETRICAL XYLENOS
TAR ACID OILS (All Grades)
TECHNICAL CRESOL
U. S. P. CRESOL
U. S. P. PHENOL

CHEMICALS
ACENAPHTHENE
ANTHRACENE
CARBAZOLE
DIMETHYLNAPHTHALENE
FLUORENE
METHYLNAPHTHALENE
RE-NAP NAPHTHALENE
PHENANTHRENE

SPECIAL PRODUCTS
CARBON COKE
COAL TAR PAINTS
FLOTATION OILS
FLOTATION REAGENTS
PICKLING INHIBITORS
PIPE COATING
REILLY CARBON
REILLY TRANSPARENT
PENETRATING CREOSOTE
ROOFING FELT, PITCH AND TAR
TRAFFIC MARKING PAINT
BITUVIA ROAD TAR

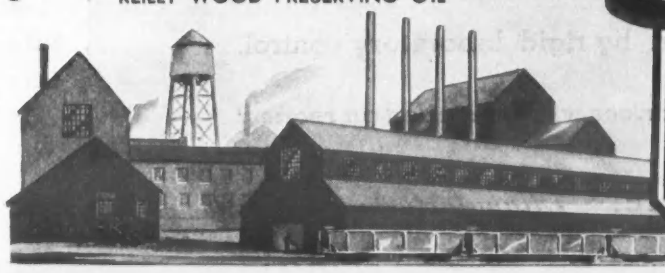
PITCH
BATTERY PITCH
BRIQUETTING PITCH
COAL TAR PITCH
CORE PITCH
PAVING PITCH
ROOFING PITCH
PITCH COKE
FUEL PITCH

COAL TAR OILS
LIGHT OILS
NEUTRAL OIL
TAR ACID OILS
LAMP BLACK OIL
INSECTICIDE OIL
DORMANT SPRAY OIL
DISINFECTING OIL
BINDER TWINE OIL
SPECIAL DISTILLATES

TAR
COAL TAR
COKE OVEN TAR
FISH NET TAR
PIPE DIP TAR
REFINED COAL TAR
SATURATING TAR
WATER GAS TAR

CREOSOTE OILS
(ALL SPECIFICATIONS)
A. R. E. A. CREOSOTE OIL
A. W. P. A. CREOSOTE OIL
ANTHRACENE OIL
BRUSHING OIL
CHINCH BUG OIL
DEAD OIL
REILLY WOOD PRESERVING OIL

INDUR PLASTICS
INSULATING VARNISH
LAMINATING VARNISH
MOLDING POWDER
MOLDING RESIN



Reilly
COAL TAR PRODUCTS

REILLY TAR & CHEMICAL CORPORATION
Executive Offices: Merchants Bank Building, Indianapolis, Indiana
2513 SO. DAMEN AVENUE, CHICAGO, ILLINOIS 500 FIFTH AVENUE, NEW YORK, N. Y. ST. LOUIS PARK, MINNEAPOLIS, MINN.
FIFTEEN PLANTS TO SERVE YOU

A Guaranty of MERCK *Purity & Reliability*

BISMUTH SALTS

When Gastro-Intestinal Preparations contain high quality ingredients, the manufacturer is assured of the effectiveness of his products. The purity of Merck Bismuth Salts is made certain by careful selection of raw materials and by rigid laboratory control.

Further information and prices will be mailed on request

BISMUTH SUBCARBONATE

White
Odorless
Tasteless
Bulky
Free From Grit
Excellent Suspension

OTHER BISMUTH SALTS

Subnitrate
Subgallate
Subsalicylate
Oxychloride
Trioxide

MERCK & CO. Inc. *Manufacturing Chemists* **RAHWAY, N. J.**

Betanaphthylamine, tech., kgs.lb. .51 - —
Beth root, bls.....lb. .16 - .18
Bismuth chloride, 5-lb. bots...lb. 3.20 - 3.25
Citrate, USP, VIII, 5-lb. bots., lb. 2.76 - —
jars .....lb. 2.65 - —
Hydroxide, 5-lb. bots.....lb. 3.27 - —
ons. .....lb. 3.15 - —
Metal, ton lots.....lb. 1.00 - —
Nitrate, cryst., 5-lb., bots...lb. 1.34 - —
cns. .....lb. 1.20 - —
Oxychloride, 5-lb. bots.....lb. 3.04 - —
cns., kgs.....lb. 2.95 - —
Subbenzoate, 5-lb. bots.....lb. 3.36 - —
cns. .....lb. 3.25 - —
Subcarbonate, bots., cns.....lb. 1.32 - 1.58
fib. dms.....lb. 1.23 - 1.36
X-ray, 5-lb. bots.....lb. 2.52 - —
fib. dms.....lb. 2.40 - —
Subgallate, bots., cns.....lb. 1.42 - 1.68
fib. dms.....lb. 1.33 - 1.36
Subiodide, cns.....lb. 3.91 - —
fib. dms.....lb. 3.68 - —
Subnitrate, powd., bots., cns., lb. 1.22 - 1.46
fib., dms.....lb. 1.13 - 1.16
Subsalicylate, 62-66%, bxs..lb. 2.44 - —
bbls., fib. dms.....lb. 2.35 - —
Sulphocarbolate, 5-lb. bots..lb. 3.61 - —
fib. dms.....lb. 3.50 - —
Trioxide, powd., 5-lb. bots...lb. 3.56 - —
cns. .....lb. 3.45 - —
Bismuth-ammonia citrate, USP, powd., 5-lb. bots..lb. 3.40 - —
cns. .....lb. 3.30 - —
Bismuth-betanaphthol, 5-lb. bots., lb. 3.14 - —
fib. dms.....lb. 3.05 - —
Black, acetylene, c.l., dlvd....lb. .15 - —
Bone, 1A, bbls., bgs., c.l., frt. alld. E..lb. .16 - —
l.c.l., frt. alld. E.....lb. .16½- —
1, bbls., bgs., c.l., frt. alld. E..lb. .12½- —
l.c.l., frt. alld. E.....lb. .13 - —
2, bbls., bgs., c.l., frt. alld. E..lb. .10½- —
l.c.l., frt. alld. E.....lb. .11 - —
3, bbls., bgs., c.l., frt. alld. E..lb. .09½- —
l.c.l., frt. alld. E.....lb. .10 - —
4, bbls., bgs., c.l., frt. alld. E..lb. .08½- —
l.c.l., frt. alld. E.....lb. .09 - —
5, bbls., bgs., c.l., frt. alld. E..lb. .07½- —
l.c.l., frt. alld. E.....lb. .08 - —
6, bbls, bgs., c.l., frt. alld. E. lb. .06½- —
l.c.l., frt. alld. E.....lb. .07 - —
7, bbls., bgs., c.l., frt. alld. E..lb. .09 - —
l.c.l., frt. alld. E.....lb. .09½- —
Bone black prices on Pacific Coast are 1c. per lb. higher, ex dock or ex whse.
Carbon, special, 1, bgs., c.l., works..lb. .05 - —
l.c.l., dlvd.....lb. .07½- —
ctns., l.c.l., dlvd.....lb. .08½- —
cs., l.c.l., dlvd.....lb. .09 - —
2, bgs., c.l., works.....lb. .08½- —
l.c.l., dlvd.....lb. .10½- —
cs., l.c.l., dlvd.....lb. .12 - —
3, bgs., c.l., works.....lb. .13 - —
l.c.l., dlvd.....lb. .14½- —
cs., l.c.l., dlvd.....lb. .16½- —
4, bgs., c.l., works.....lb. .27½- —
cs., c.l., works.....lb. .29 - —
l.c.l., dlvd.....lb. .32 - —
5, bgs., cs., c.l., works..lb. .40 - —
cs., l.c.l., dlvd.....lb. .44 - —
6, cs., l.c.l., dlvd.....lb. .60 - —
7, cs., l.c.l., dlvd.....lb. 1.10 - —
standard, bgs., c.l., dlvd., rail zone A (Gulf ports), for delivery in N. A., (water freights extra). lb. .0395- —
B (Ark., Col., Kan., part of Mo., N. M., Tex., except coastal ports)..lb. .04¼- —
50,000 lbs., dlvd., Zone C (Pac. Cst. States)...lb. .0440- —
30,000 lbs., dlvd., Zone C, Pac. Cst. States.lb. .0455- —
D (Ill., Ia., Wis.)..lb. .0440- —
E (Fla., Ga., Ind., Ky., Mich., part of N. Y., Ohio, part of Pa., Tenn., W. Va.)...lb. .0455- —
F (Me., Md., Mass., N. H., N. J., part of N. Y., N. C., part of Pa., R. I., S. C., Vt., Va.)..lb. .0485- —
G (Mexico).....lb. .0505- —
l.c.l., f.o.b. whse.....lb. .06½- —
bulk, tankcars, ¼c. per lb. less than bgs. in each zone.
ctns., l.c.l., ex-whse.....lb. .07 - —
cs., l.c.l., ex-whse.....lb. .07¾- —
export, full, comprsd., cs., f.a.s. Gulf ports..lb. .05½ Nom.
uncompressed, cs., f.a.s. Gulf ports..lb. .06 Nom.
Charcoal (see C).
Graphite (see G).
Iron oxide, magnetic, 1, bbls., l.c.l., works..lb. .07¾- .08½
2, bbls., l.c.l., works....lb. .07 - —
pure, bbls., works.....lb. .08¾- —
Ivory, genuine, bbls.....lb. .30 - .35
Lamp, dom., 1, ctns., c.l., works..lb. .07 - —
l.c.l., works.....lb. .08 - —
2, ctns., c.l., works.....lb. .09 - —
l.c.l., works.....lb. .10 - —
2A, ctns., c.l., works....lb. .11 - —
l.c.l., works.....lb. .12 - —
3, ctns., c.l., works.....lb. .13 - —
l.c.l., works.....lb. .14 - —
4, ctns., c.l., works.....lb. .14 - —
l.c.l., works.....lb. .15 - —
5, ctns., c.l., works.....lb. .17 - —
l.c.l., works.....lb. .18 - —
6, ctns., c.l., works.....lb. .24 - —
l.c.l., works.....lb. .25 - —
7, ctns., c.l., works.....lb. .34 - —
l.c.l., works.....lb. .35 - —
import, 1, bbls., c.l., f.o.b. N. Y..lb. .08 - —
l.c.l., f.o.b. N. Y.....lb. .09 - —
2, bbls., c.l., f.o.b. N. Y..lb. .11 - —
l.c.l., f.o.b. N. Y.....lb. .12 - —
3, bbls., c.l., f.o.b. N. Y..lb. .13 - —
l.c.l., f.o.b., N. Y.....lb. .14 - —
4, bbls., c.l., f.o.b. N. Y..lb. .14 - —
5, bbls., c.l., f.o.b. N. Y..lb. .19 - —
l.c.l., f.o.b. N. Y.....lb. .20 - —
6, bbls., c.l., f.o.b. N. Y..lb. .24 - —
l.c.l., f.o.b. N. Y.....lb. .25 - —
Vine, A, bbls., works or N. Y. lb. .04¼- —
B, bbls., works or N. Y....lb. .05½- —
Black dyes are listed under Dyes.
Black haw, root bark, bls.....lb. .33 - .35
Tree bark, bls.....lb. .16 - .17
Black Indian hemp root, bls...lb. .12 - .13
Blanc fixe, dry, by-product, bgs., c.l..ton.55.00 - —
l.c.l. .....ton.60.00 - —
high grade precip., bgs., c.l., works, frt. equal.ton.70.00 - —
l.c.l., same basis....ton.75.00 - —
pulp, 60%%, bulk, c.l., works. ton.40.00 -42.50

Bleaching powder, dms., c.l., works..100 lbs. 2.00 - 2.85
l.c.l., works.....100 lbs. 2.25 - 3.35
Blood, dried, dom., 16-16½ ammon., bgs., f.o.b. N. Y. unit-ton. 3.25 - —
high-grade, grd., 16-17% ammon, bulk, f.o.b. Chi. unit-ton. 3.00 - —
import, bgs. c.i.f. ports, Nov. shipt. unit-ton. 3.25 - —
soluble (see Albumen, blood)
Bloodroot, bls.....lb. 14 - .15
Blue, alkali, toner, bbls., dlvd. N. of Tenn. and N. C., E. of Miss. river, including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis. lb. .90 - —
Alkali blue toner prices are ½c. higher dlvd Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Tex., (Dallas Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; ½c. higher dlvd. Pac. coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
Bronze, bbls., same basis, alkali toner, contracts..lb. .36 - —
open order .....lb. .37 - —
Celestial, bbls. .....lb. .10 - .12
Chinese, bbls., same basis, alkali toner, contracts..lb. .36 - —
open order.....lb. .37 - —
Cobalt, genuine, 1-kilo pkg..lb. 4.90 - —
Imitation (see Blue, ultramarine, group 6).
Copper, phthalocyanin, bbls, f.o.b. works, frt. alld..lb. 3.30 - 3.75
Milori, bbls., same basis alkali toner, contracts..lb. .36 - —
open order.....lb. .37 - —
Potash, bbls., same basis alkali toner, contracts..lb. .45 - —
open order.....lb. .46 - —
Prussian, bbls., same basis alkali toner, contracts..lb. .36 - —
open order.....lb. .37 - —
Soluble, bbls., same basis alkali toner, contracts..lb. .36 - —
open order.....lb. .37 - —
Tungstated, peacock, kegs...lb. 4.00 - —
Victoria, kegs.....lb. 3.85 - —
Ultramarine, dry, jobbing, bbls., works, frt. equaled..lb. .10 - —
regular 1, bbls., works, frt. equaled..lb. .15 - —
2, bbls., same basis....lb. .17 - —
3, bbls., same basis....lb. .18 - —
4, bbls., same basis....lb. .19 - —
5, bbls., same basis....lb. .22 - —
6, cobalt, A, same basis.lb. .26 - —
B, bbls., same basis.lb. .23 - —
C, bbls., same basis.lb. .22 - —
D, bbls., same basis.lb. .21 - —
7, A, bbls., same basis..lb. .22 - —
B, bbls., same basis...lb. .21 - —
special, 1, bbls., same basis lb. .18 - —
2, bbls., same basis....lb. .19 - —
3, bbls., same basis....lb. .21 - —
4, bbls., same basis....lb. .22 - —
5, bbls., same basis....lb. .24 - —
6, bbls., same basis....lb. .26 - —
pulp, 1, bbls., same basis..lb. .26 - —
2, bbls., same basis.....lb. .24 - —
3, bbls., same basis.....lb. .22 - —
4, bbls., same basis.....lb. .19 - —
Ultramarine, blue, dlvd, ex whse, is 1c. higher; Pac. Coast ex whse., 2c. higher; 100-lb. kgs., 1c. above bbls.; 28-lb. boxes 5c. above bbls.
Victoria, ink toner, bbls., same basis alkali toner..lb. 1.85 - —
Blue dyes are listed under Dyes.
Bluefiag root, bls.....lb. .15 - .16
Blue mass, USP., cns., kgs...lb. 1.00 - 1.02
Blue vitriol, 99%, cryst., bbls., c.l., f.o.b. works..100 lbs. 4.75 - —
16-25 bbls., same basis, 100 lbs. 5.00 - —
6-15 bbls., same basis, 100 lbs. 5.10 - —
3-5 bbls., same basis, 100 lbs. 5.35 - —
1-2 bbls., same basis. 100 lbs. 5.50 - —
monohydrated, dms., c.l. dealers..lb. .09¾- .0935
l.c.l., dealers.....lb. .10¼- .1035
Bluestone (see Blue vitriol)
Bone, raw, dom., 4½% ammon., 50% phos., bgs., f.o.b. Chicago..ton.28.00 -29.00
c.i.f. Atlantic ports...ton.30.00 - —
import, bgs., c.i.f. ports..ton.30.00 - —
meal, steamed, dom., 3% ammon. 50% phos., bgs., f.o.b. Chicago..ton.22.00 -23.00
import, 100-lb. bgs., c.i.f. ports, shipt..ton.24.00 - —
phosphate, precip. (see Calcium phosphate dibasic, precip.)
steamed, dom., 1¼% ammon. 60% phos., bgs., f.o.b. Chicago..ton.19.00 -21.00
import, 1% ammon., 65-70% phos., bgs., c.i.f. ports.ton.21.00 - —
Borage flowers, bls.....lb. .20 - .21
gran., bbls., contracts, 80 tons min., dlvd..ton.52.00 - —
l.c.l., ex whse.....ton.67.00 -72.00
sks., contracts, 80 tons min., dlvd..ton.48.00 - —
l.c.l., ex whse.....ton.57.00 -62.00
Borax, tech., gran., bbls., contracts, 80 tons min., dlvd..ton.52.00 - —
l.c.l., ex whse.....ton.61.00 -66.00
sks., contracts, 80 tons min., dlvd..ton.42.00 - —
l.c.l., ex whse.....ton.56.00 -61.00
bbls., contracts, 80 tons min., dlvd..ton.57.00 - —
l.c.l., ex whse.....ton.66.00 -71.00
sks., contracts, 80 tons min., dlvd..ton.47.00 - —
l.c.l., ev whse.....ton.56.00 -61.00
USP., $15 per ton higher.
Bordeaux mixture, dms., c.l., dealers..lb. .11 - —
l.c.l., dealers, dms..lb. .11½- —
Bordeaux mixture prices are works or whse. basis, frt. alld. to dest. in lots 96 lbs. and over; no trucking or freight allowances for works or warehouse pick-ups.
Borneol, bots.....lb. 1.75 - 2.00
cns .....lb. 1.50 - —
Brazilwood extract (see Hypernic).
Brimstone (see Sulphur).
Bromine, purif., cs., 1,000 lbs., frt. alld. E. of Rockies..lb. .30 - —
single pkg., same basis.lb. .35 - —
Bromoform, USP, bots.....lb. 1.40 - 1.60
Bromstyrol, bots. .....lb. 3.25 - 4.50
Bronze powder, aluminum (see A).
Gold, litho, cns., dms., over 10 lbs..lb. .45 - .65
moulding, cns., dms., over 10 lbs..lb. .65 - .90
printing ink, cns., dms., over 10 lbs..lb. .70 - 1.10
radiator, cns., dms., over 10 lbs..lb. .45 - .60
Broomtop, bls.....lb. .11 - .13

Brown, iron oxide, pure precip., cks., f.o.b. N.Y., or works..lb. .12½- —
Metallic, bbls., works.....lb. .02½- —
paper bags, c.l., works....lb. .0210- —
Sienna, burnt, American, bbls., works..lb. .06 - —
Italian, 1, bbls., f.o.b. N.Y. or Pa. points..lb. .12½- —
2, bbls., same basis....lb. .11½- —
3, bbls., same basis....lb. .10½- —
4, bbls., same basis....lb. .09½- —
5, bbls., same basis....lb. .09½- —
6, bbls., same basis....lb. .08½- —
7, bbls., same basis....lb. .08 - —
8, bbls., same basis....lb. .07½- —
9, bbls., same basis....lb. .07½- —
10, bbls., same basis....lb. .06½- —
11, bbls., same basis....lb. .06½- —
12, bbls., same basis....lb. .06½- —
13, bbls., same basis....lb. .06 - —
14, bbls., same basis....lb. .05½- —
raw, American, bbls., works, lb. .02½- —
Italian, 1, bbls., f.o.b. N. Y. or works.....lb. .12½- —
2, bbls., same basis....lb. .10½- —
3, bbls., same basis....lb. .11 - —
4, bbls., same basis....lb. .09½- —
5, bbls., same basis....lb. .09 - —
6, bbls., same basis....lb. .08½- —
7, bbls., same basis....lb. .07½- —
8, bbls., same basis....lb. .07½- —
9, bbls., same basis....lb. .06½- —
10, bbls., same basis....lb. .06 - —
11, bbls., same basis....lb. .05 - —
Umber, American, bbls. works, lb. .02½- —
Turkey, bbls., l.c.l., f.o.b. Bethlehem, Pa., Easton, Pa., N.Y.....lb. .04 - —
St. Louis.....lb. .04½- —
ex car Los Angeles...lb. .04½- —
ex dock Portland, San Francisco, Seattle..lb. .04½- —
ex whse. Boston.....lb. .04½- —
Chicago, Indianapolis, New Orleans.....lb. .04¾- —
Kansas City.....lb. .05 - —
Los Angeles, Portland, San Francisco, Seattle, lb. .04½- —
Minneapolis .....lb. .0485- —
Pittsburgh .....lb. .04½- —
Vandkye, bbls., l.c.l.....lb. .05½- —
Walnut crystals, bbls.....lb. .05½- .06
Brucine, 100 oz., cns.....oz. .16 - —
Sulphate, 100 oz., cns.....oz. .07 - —
Bryonia root, bls.....lb. .10 - .11
Buchu leaves, bls.....lb. .51 - .53
Buckthorn bark, true, bls.....lb. .05½- .06
Berries, bgs.....lb. .19 - .20
Burdock root, bls.....lb. .09½- .10
Burgundy pitch, dom., bbls., c.l., works..lb. .05½- —
l.c.l., dlvd. E.....lb. .06¼- —
import., stands.....lb. .15 - .16
Butanes, coml., 16-32°, tanks, group 3..gal. .02¼- .03¼
Butternut bark, bls.....lb. .08 - .09
Butyl acetate, norm., dms., c.l., contract, frt. alld..lb. .10 - —
l.c.l., contract, frt. alld.lb. .10½- —
tanks, contract, frt. alld.lb. .09 - —
Secondary, dms., c.l., frt. pd. E. of Rocky Mts...lb. .08 - —
l.c.l., same terms.....lb. .08½- —
tanks, same terms.....lb. .07 - —
Alcohol (see Alcohol):—
Aldehyde, dms., l.c.l.....lb. .17½- —
Carbinol (see Carbinol).
Lactate, dms.....lb. .22½- —
Propionate, dms., dlvd.....lb. .17 - —
Stearate, dms.....lb. .20 - —
Butyric ether, bots.....gal. 6.00 - 6.25
cns., works.....lb. .65 - .70
dms, frt. alld. Met. N. Y..lb. .60 - —

C

Cadmium bromide, 100 lbs., works, frt, equal'd..lb. 1.66 - —
50 lbs., works.....lb. 1.71 - —
25 lbs., works.....lb. 1.76 - —
5 lbs., works.....lb. 1.91 - —
Iodide, bots.....lb. 4.06 - 4.21
Jars .....lb. 4.02 - —
Lithopone (see Yellow).
Metal, cs.....lb. 1.60 Nom.
Red (see Red).
Selenide (see Red).
Sulphide (see Yellow).
Caffeine, 100 lb. dms., 10,000 lbs. or more..lb. 2.20 - —
2,000 lbs., or more.....lb. 2.25 - —
1,000 lbs., or more.....lb. 2.30 - —
100 lbs.....lb. 2.35 - —
25-lb. dms., 10,000 lbs., or more..lb. 2.25 - —
2,000 lbs., or more.....lb. 2.28 - —
1,000 lbs., or more.....lb. 2.33 - —
100 lbs.....lb. 2.43 - —
25 lbs.....lb. 2.55 - —
10-lb. cns., 10,000 lbs., or more..lb. 2.25 - —
2,000 lbs., or more.....lb. 2.30 - —
1,000 lbs., or more.....lb. 2.35 - —
100 lbs.....lb. 2.45 - —
less than 100 lbs.....lb. 2.75 - —
5-lb. cns., 25 lbs., or more, lb. 2.70 - —
less than 25 lbs.....lb. 2.85 - —
Citrated, cns.....lb. 1.80 - 2.10
Hydrobromine, bots.....lb. 4.91 - 4.90
Calabar beans, bgs.....lb. .25 - .26
Calamus root, bleached, cs....lb. .45 - .50
peeled, bls.....lb. .10 - .12
Calcium acetate, bgs., dlvd..... 100 lbs. 1.95 - —
Arsenate, dms., c.l., dealers, North and West..lb. .06¾- —
l.c.l., dealers.....lb. .07¼- —
Southern cotton State, dealers, dms., c.l...lb. .06½- —
l.c.l., dealers .....lb. .07 - —
Calcium arsenate prices are works or whse. basis, frt. alld. to dest. in lots of 96 lbs. or over; no frt. or truck allowance for plant or whse. pick-up.
Bromide, 100 lbs., works, frt. equaled..lb. .70 - —
50 lbs., works.....lb. .72 - —
25 lbs., works.....lb. .75 - —
Carbide, dms .....lb. .05 - .06
Carbonate (see Chalk and Whiting).
Chloride, flake, dom., 77-88%, bgs., dms., c.l., dlvd., ton.22.00 -35.00
l.c.l., 1 ton or over, dlvd..100 lbs. 1.70 - 2.35
liquor, basis 40%, tanks, works..ton. 7.50 - —
solid, dom., 73-75%, bgs., dms., c.l., dlvd..ton.20.00 -33.00
l.c.l., 1 ton or over, dlvd..100 lbs. 1.60 - 2.25
Gluconate, U.S.P., gran., powd., bbls., 125 lbs..lb. .50 - —
dms. .....lb. .55 - .57
cns. .....lb. .68 - .85
Glycerophosphate, fib., dms., 1,000-lb. lots..lb. 1.00 - —
smaller lots .....lb. 1.15 - —
cns., 25 lbs. .....lb. 1.40 - —
Hypophosphite, cns. .....lb. .62 - .67
Iodide, bots., jars.....lb. 3.70 - 3.85
Lactate, USP., bbls., 200 lbs.lb. .25 - —
Nitrate, bgs., to fert. mfrs., ex vessel..ton.27.50 - —
Palmitate, bbls.....lb. .22 - .28

Betanaphth.—Charcoal

Calcium, phosphate, dibasic, precip., 38-42% P_2O_5, bgs., c.l.f. Atlantic ports, shipt..unit-ton. .74 - —
tribasic, c.l., bbls., works.lb. .06½- —
l.c.l., bbls.....lb. .07½- —
Resinate, precip., bbls., 1 ton, lb. .13 - —
smaller lots .....lb. .14 - —
Stearate, precip., bbls., ctns., c.l..lb. .19 - —
l.c.l., 1 ton.....lb. .20 - —
Sulphate (see Gypsum)
Sulphide, 75% CaS (minus 100 mesh), c.l., works.ton..52.00 - —
l.c.l., works .....ton.56.00 -
83/85 CaS, c.l., works...ton.58.00 - —
l.c.l., works.....lb.64.00 - —
luminous, dom., tins, works, 100 lbs. .75 - —
Sulphocarbolate, bbls.,200 lbs.lb. .48 - —
kgs., 100 lbs. .....lb. .50 - —
Calendula flowers, bls.....lb. .45 - .50
Calomel, bbls., fib., dms., kgs., lb. 1.59 - 1.60
Camphor, natural, powd., cs..lb. .55 - .56
slabs, cs.....lb. .55 - .56
tablets, tins.....lb. .60 - .61
synthetic, dom., imp., gran., powd., bbls., 2,000 lbs..lb. .50 - —
500 lbs.....lb. .51 - —
100 lbs.....lb. .52 - —
tablets, imp.,cs., 2,000 lbs.lb. .54 - —
500 lbs.....lb. .55 - —
100 lbs.....lb. .56 - —
Monobromate, bxs., kgs.....lb. 1.75 - 1.80
Canada balsam (see Fir balsam)
Canary seed, Argentine, bgs..lb. .0490- .0525
Morocco, bgs.....lb. .0490- .0525
Turkish, bgs.....lb. .0490- .0525
Canella alba bark, bls.....lb. .37 - .38
Cantharides, Chinese, cs.....lb. .65 - .70
powd., bxs.....lb. .90 - .95
Russian, cs.....lb. 1.25 - 1.30
powd., bxs.....lb. 1.65 - 1.70
Capsicum (see Pepper, red).
Caraway seed, Dutch, bgs.....lb. .07½- .07¾
Carbazole, 70-80%, dms., works.lb. .60 - —
90%, dms., works.....lb. .80 - —
95%, dms., ton lots, works..lb. .70 - —
smaller quantities, works.. lb. .85 - —
98.5-99%, dms., ton lots, works, lb. .75 - —
smaller quantities, works.. lb. .85 - —
Carbinol, butyl, norm., dms., works..lb. .60 - —
small lots, works.....lb. .75 - —
secondary, dms., works....lb. .60 - —
small lots, works.....lb. .75 - —
Diethyl, dms., works.....lb. .60 - —
small lots, works.....lb. .75 - —
Isobutyl, 128-132°, dms., c.l., works..lb. .38 - —
l.c.l., works.....lb. .54 - —
tanks, works.....lb. .32 - —
Methylpropyl, dms., works..lb. .60 - —
small lots, works.....lb. .75 - —
Dimethylethyl, dms., works.lb. .60 - —
small lots, works.....lb. .75 - —
Carbon bisulphide, 55-gal. dms., c.l., frt. all'd. E. of Miss. R., N. of Ohio R..lb. .05 - —
l.c.l., same basis.....lb. .05¾- —
5-gal. dms., c.l., same basis. lb. .07 - —
l.c.l., same basis.....lb. .08 - —
tanks, same basis.....lb. .05 - —
Fire extinguisher liquid. 2c. lb. higher.
Cardamom, bleached, cs.....lb. 1.65 - 1.90
decorticated, cs.....lb. 1.35 - 1.40
green, bgs.....lb. .92 - .94
Carvol, bots.....lb. 4.00 - 4.25
Cascara sagrada bark, bulk...lb. .11¾- .13
Case-hardening mixture, 45%, gran., dms., l.c.l..lb. .11½- —
lump, dms., l.c.l.....lb. .10½- —
60%, lump, dms., l.c.l.....lb. .09 - —
Casein, dom., 20-30 mesh, bgs., c.l., dlvd..lb. .12½- .13
5 tons, works.....lb. .14 - —
smaller lots, works.....lb. .14½- —
80-100 mesh, bgs., c.l., dlvd., lb. .13 - .13½
5 tons, works.....lb. .14½- —
smaller lots, works.....lb. .15 - —
import. Argent., 20-30 mesh, bgs., c.l., duty pd.lb. .18 - —
80-100 mesh, bgs., c.l., duty pd..lb. .18½- —
French, 80 mesh, bgs., c.l., duty pd..lb. .17 - 18
Cassia, Batavia, 1, bgs.....lb. .17 - .17½
3, bls. .....lb. .09 - .10
short stick, bls.....lb. .12¾- .13
China, rolls, select, cs.....lb. .07 - .07¼
broken, extra bls.....lb. .05½- .06
Saigon, bls.....lb. .15½- .16
Cassia buds, cs.....lb. .32 - .33
Cassia fistula, bskts.....lb. .11 - .12
Castile soap, white, bars, cs., 40 lbs.11.75 -12.50
powd., bbls.....lb. .28 - .35
Castoreum, nat., cns.....lb.15.00 -18.00
synth., bots.....lb.19.00 - —
Castor oil (see Oil, castor).
Pomace, dom., 5½% ammon., bgs., c.l., works..ton.21.00 - —
import, bgs., c.i.f., ports, shipment..ton.23.00 Nom.
Catnep leaves, bls.....lb. .18 - .19
Celery seed, French, bgs.....lb. .16½- .17
Indian, bgs.....lb. .14½- .15
Cellulolc scrap (see Pyroxylin scrap).
Cellulose acetate, flake, cs., works..lb. .40 - —
Acetobutyrate, 501 lbs. and over, works..lb. .52 - —
100 lbs., works.....lb. .56 - —
smaller lots, works.....lb. .55 - —
Cement, white, bbls. (4 bags), 5 tons, dlvd. N. Y..bbl. 6.50 - —
Cerium hydrate, dms., works..lb. .60 - —
Oxalate, USP, bbls., works..lb. .28 - —
kgs., works.....lb. .30 - —
Chalk, precip., extra light, light, heavy, bgs., 50 lbs., c.l., f.o.b., works..lb. .02¾- —
cks., 250 lbs., c.l., f.o.b., works..lb. .03¼- —
Chamomile flowers, Hungarian, genuine, cs..lb. .28 - .30
Roman, bls.....lb. .34 - .35
Charcoal, softwood, powd., bgs., c.l., dlvd. Ala., Del., Ga., Ky., Md., Miss., N. J., N. Y., N. C., S. C., Tenn., Va., W. Va..ton.30.40 - —
Colo. .....ton.27.00 - —
Conn., Me., Mass., N. H., R. I., Vt..ton.30.00 - —
Ill., (except river points), Minn., Neb., Wis. .....ton.25.00 - —

An advertisement of
HERCULES POWDER COMPANY
INCORPORATED
Wilmington, Delaware

for Chemical Progress

1913-1938

Through Research the Chemical Industry Grew and Hercules Grew with It

Twenty-five years ago, American organic chemistry was in its infancy. Plastics, lacquers, rayon, transparent wrapping film, American dyes, synthetic rubber, safety glass, and countless other articles that have changed our entire industrial civilization, were virtually unknown.

In the twenty-five year interval, American chemists transformed the living habits of a nation; they provided 200,000 separate articles of daily utility; they developed new processes that brought rarities into common use; they improved the quality and reduced the cost of thousands of materials.

And always in the vanguard has been research.

On January 1, 1913, Hercules Powder Company started business as a manufacturer of industrial explosives. With research facilities unusually large for a company of its size, Hercules soon commenced its expansion into the chemical fields by developing or acquiring facilities for the manufacture of nitrocellulose, naval stores, chemical cotton, and paper-makers' chemicals. Hercules research and manufacturing skill have won world-wide recognition for these and other groups of Hercules products.

Today, Hercules produces a wide variety of chemical products. It serves scores of industries. And, because of its research program, its broad understanding of industry's problems, and its extensive manufacturing facilities, Hercules is prepared to continue to serve ever-changing industry with products and processes as far-reaching as those that featured the company's first quarter-century of existence.

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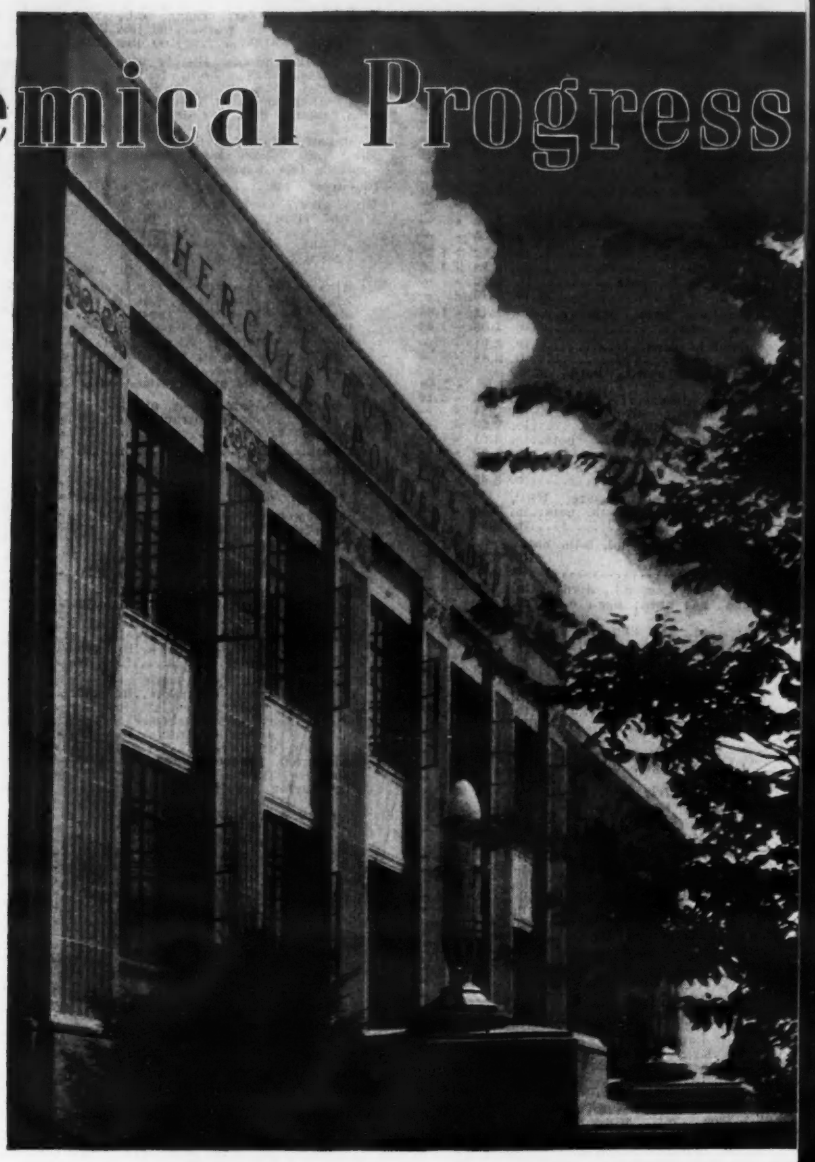
Hercules Powder Company serves the textile industry with many products. Hercules steam-distilled pine oil, steam-distilled wood turpentine, wood rosins, chemical cotton, and nitrocellulose are among the many Hercules products used in the major branches of the important textile industry.



The corner stone of Hercules' growth in twenty-five years has been research. Headquarters for research is the new Hercules Experiment Station near Wilmington. Approximately a million dollars a year is spent to develop and improve Hercules products and to advance the industries using them.

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*ABALYN**

A Means of Obtaining High-Solids, Low-Viscosity Varnishes

The ideal paint or varnish vehicle is one that leaves a maximum amount of durable solids in the dried film and permits easy and economical application of the finish. Vehicles can be made with Abalyn which fulfill these specifications; that is, Abalyn produces high-solids films with low, easy-brushing viscosities.

Abalyn is the liquid methyl ester of abietic acid. It is not a resin, not a drying oil, and not a solvent, but it has some of the properties of each of these three widely different components of the usual varnish vehicle.

Abalyn cannot, of course, be used to replace all the oil, all the resin, or all the solvent of a given varnish vehicle. When used, however, as a partial replacement for one or more of the constituents, it provides a means for formulating with various resins and oils, varnishes of a type which could not be produced by other means.

Abalyn has other properties which greatly enhance its value as an ingredient to be used in varnish formulation.

*Reg. U. S. Pat. Off. by Hercules Powder Company

The Alchemist, THEME OF HERCULES 1938 CALENDAR

The Hercules 1938 calendar, faithfully reproduced from a beautiful oil painting by N. C. Wyeth, will shortly be available for distribution.

The crude workshops of the alchemist of the Middle Ages have given way to modern highly specialized laboratories, but original research continues to be the fountainhead of new discoveries.

We shall be pleased to forward a calendar to requests addressed on business stationery.

PAPER
LACQUER
VARNISH
PLASTICS
RAYON

These are only a few of the many varied industries served by Hercules products. Visit Hercules booth (No. 7) at the Chemical Show, and see for yourself how Hercules materials can be used in your products or processes.

What to Do about Tung Oil Shortage

Nitrocellulose Lacquers Ethyl Cellulose Tornesit*

Cellulose Products Department of Hercules Powder Company points out that nitrocellulose lacquer is a tried-and-proved replacement for tung oil varnishes. In wood finishing, especially, nitrocellulose lacquer meets the requirements of quick-drying, waterproofness, chemical resistance, and flexibility.

Dependable Source of Supply

It is pointed out that nitrocellulose is a domestic product, always available, and not subject to violent price fluctuations. Nitrocellulose has steadily declined in price, and is now selling at the lowest price in history.

Hercules Powder Company recommends nitrocellulose lacquers as a means of obtaining equal or better results in replacing tung oil varnishes for certain work.

Ethyl Cellulose and Tornesit also Suggested

Another possible method of replacing China wood oil is the use of either Tornesit or Hercules Ethyl Cellulose to speed the drying rate of oleoresin varnishes. From laboratory data available, it is indicated that small percentages of either of these materials speed the drying time and improve the finish of cooked varnishes using linseed, perilla, and oiticica oils.

A booklet on this subject, based on data obtained at the Hercules Experiment Station, is available on request.

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Use Dipentene No. 122* as Solvent for Varnish Synthetics

Because of the acute shortage of China wood oil, varnish formulas must be changed and other products used to take its place. The consumption of synthetic resins naturally will be increased and solvents will have to be used that work best under the changed conditions.

Dipentene No. 122 is a solvent recommended especially for use in varnishes containing synthetic resins.

It is also a good antiskin agent, and small amounts have an appreciable effect in preventing or reducing skinning.

Dipentene No. 122, when used in the proper quantity, does not cause lifting or pulling but produces a flow and ease of brushing that is obtained with few other solvents.

Hardening of varnish films containing Dipentene No. 122 takes place at a uniform rate which reduces wrinkling and setting up of stresses in the dried film. Its comparatively slow rate of evaporation prevents rapid surface hardening or top drying.

Dipentene No. 122 improves wetting and grinding of pigments to produce very stable suspensions and a minimum of settling.

The use of Dipentene No. 122 also is suggested as a portion of the solvent in enamels, undercoats, wall paints, marine varnishes, aluminum paints, baking enamels, and generally where a strong solvent is desired; also in varnish and paint removers.

It is an excellent solvent for rubber, and its use in suggested in finishes containing rubber.

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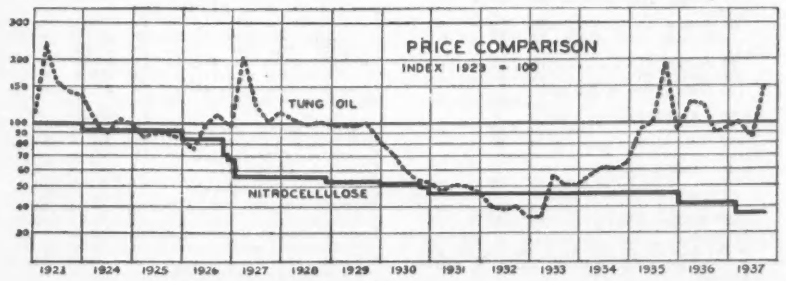

Because the basic ingredient of nitrocellulose is of domestic origin and is available in great abundance, the price of nitrocellulose is not subject to the wide fluctuations that characterize the price of China wood oil which is sensitive to international complications. In the accompanying price comparison, the index January, 1923 as 100 graphically shows that nitrocellulose has steadily declined in price, while the price of China wood oil has fluctuated violently in the fifteen-year interval.

Hercules Exhibit at "Chem Show"

The wide variety of industries served by Hercules Powder Company is strikingly emphasized in the company's exhibit at the "Chem Show" this year.

While many chemists are familiar with the company's activities in protective coatings, plastics, paper, and textile industries, not all are aware that Hercules is an important factor also in the linoleum, soap, disinfectant, insecticide, leather, shoe, laundry, rubber, foundry, metallurgical, and other industries.

Also imposing is the present-day list of Hercules products. Twenty-five years ago, the word "explosives" would have been fully descriptive of most Hercules products. Now the company produces many diversified chemicals. Most of these products will be displayed at the Chemical Show in an exhibit that will emphasize the varied applications of Hercules materials.

Members of the Hercules technical staff will be in attendance during the show; they will be pleased to discuss technical problems with visitors.

Specifications for DIPENTENE NO. 122*

	Max.	Min.
Specific Gravity @ 15.5/15.5°C.	0.854	0.845
Refractive Index @ 20°C.	1.477	1.472
Unpolymerized Residue (38 N H_2SO_4)	2.5%	
A.S.T.M. Distillation Range		
5% Distilling at		173°C.
10% " "		175°C.
97% " "	188°C.	
Color—Lovibond 500 Amber	3	
Appearance: Clear and free from suspended matter.		

*Reg. U. S. Pat. Off. by Hercules Powder Company

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Be Sure to Visit the Hercules Exhibit

at the

FOURTEENTH EXPOSITION OF CHEMICAL INDUSTRIES

Grand Central Palace
New York

December 6 to 11, 1937

BOOTH No. 7

For further information detach and mail this coupon

HERCULES POWDER COMPANY
INCORPORATED
905 Delaware Trust Building, Wilmington, Delaware

I should like to have more information about:

- ☐ Petrex
- ☐ Tornesit
- ☐ Pale Wood Rosins
- ☐ Hercose C
- ☐ Abalyn
- ☐ Ethyl Cellulose
- ☐ Vinsol
- ☐ Lacquer Emulsions
- ☐ Cellulose Acetate

My problem is _____

Name _____ Title _____

Company _____

Address _____ IN-62

Charcoal—Ethylene Dichlor.

Charcoal, soft wood, powd., bgs., c.l., dlvd., Indiana..ton.26.00 - —
ill. (river points), Ia., Mo., Okla., Tex. (except El Paso)..ton.23.00 - —
Kansas, El Paso, Tex. ton.24.00 - —
Michigan .....ton.27.80 - —
Ohio, Penn.....ton.29.80 - —
Utah .....ton.34.00 - —
Willow, powd., bbls.....lb. .06 - .07
Chestnut extract, clarif., 25% tan., bbls., c.l., works, lb. .02125- —
l.c.l., bbls., works.....lb. .0225- —
Chillies (see Pepper, red).
China clay, dom., dry-grd., air-float, 99.75%, 300 mesh, bgs., c.l., works..ton. 9.00 - —
l.c.l., works.....ton. 9.50 -15.50
bulk, c.l., works..ton. 6.50 - —
99.75% 200 mesh, bgs., c.l., works..ton. 8.00 - —
l.c.l., works.....ton. 9.00 -15.00
wet-grd., silk-bolt, 99.9%, 325 mesh, bulk, c.l., works ton. 9.00 - —
paper bgs., c.l., works, ton.12.00 - —
import, white, lump, bulk, c.l., ex dock Balto., Boston, Norfolk, Phila..ton.22.00 -25.00
powd., csks., l.c.l., ex dock, ton.35.00 - —
ex whse.....ton.37.50 - —
Chloral hydrate, bots., 1,000 lbs., lb. .83 - .92
500 lbs. .....lb. .86 - .96
100 lbs. .....lb. .88 - .97
25 lbs. .....lb. .90 - .99
1-10 lbs. .....lb. .95 - 1.02
dms., 1,000 lbs. .....lb. .80 - —
500 lbs. .....lb. .83 - —
100 lbs. .....lb. .85 - —
Chlorine, liq., cyls., c.l., dlvd., N.Y..lb. .05¼- —
contracts, dlvd., N.Y...lb. .05½- —
l.c.l., dlvd., N.Y.....lb. .07½- —
tanks, single unit, works, frt. equald..100 lbs. 2.15 - —
multiple units, 3 or over, wks., frt. equald.100 lbs. 2.30 - —
2, works, frt. equald... 100 lbs. 2.55 - —
1, works, frt. equald... 100 lbs. 3.00 - —
Chloroacetophenone, tins,works.lb. 2.00 - 3.50
Chloroform, tech., 650-lbs. drums, lb. .20 - —
100-lbs. dms.....lb. .22 - —
50-lb. dms.....lb. .25 - —
USP, 650-lb. dms.....lb. .30 - —
100-lb. dms.....lb. .32 - —
50-lb. dms.....lb. .33 - —
Chloropicrin, coml., 165-lb. cyls., works..lb. .80 - —
5-lb. cyls., same basis....lb. 1.15 - —
Chrome acetate, powd., 17.5% cr., bbls., works..lb. .12 - —
smaller pkgs., works....lb. .17 - —
solut., 5% cr., bbls.....lb. .05 - .06
Cake, bulk, c.l., works.....ton.15.00 -16.00
Green (see Green, chrome)
Oxide (see Green, chrome oxide)
Sulphate, pearls, dms., 100 lbs., lb. .40 - —
powd., dms., 100 lbs.....lb. .45 - —
scales, dms., 100 lbs.....lb. .45 - —
Trioxide (see Acid, chromic)
Yellow (see Yellow, chrome)
Chrysarobin, cns.....lb. 3.25 - 3.50
Cinchona bark, chips, bgs.....lb. .18 - .19
high test, bgs.....lb. .37 - .38
quills, broken, bgs.....lb. .18 - .19
long, cs.....lb. .55 - .60
short, bgs.....lb. .50 - .55
Ecuador, tubes.....lb. .18 - .20
Cinchonidine, crys., small cns., 100 ozs..oz. .82 - —
large, cns.....100 ozs..oz. .87 - —
powd., cns.....100 ozs..oz. .80 - —
Sulphate, N.F., cns..100 ozs.oz. .47 - —
Cinchonine, crys., small, cns., 100 ozs..oz. .54 - —
large, cns.....100 ozs..oz. .58 - —
powd., cns.....100 ozs..oz. .50 - —
Sulphate, N.F., cns..100 ozs..oz. .34 - —
Cinchophen, USP, boxes, 5 lbs., lb. 3.75 - —
bots., 1 lb.....lb. 3.27 - —
dms., 100 lbs.....lb. 3.00 - —
Cinnamic alcohol (see Alcohol cinnamic).
Aldehyde, f.f.c. bots.....lb. 1.55 - 2.00
Cinnamon, Ceylon, 2, bls.....lb. .17 - .17½
3, bls. .....lb. .15¾- .16
Citral, bots., cns.....lb. 1.70 - 3.15
Citrine ointment, jars, tubes.lb. .75 - —
Citronellal, bots., dms.....lb. 1.00 - 1.50
Citronellol, bots., dms.....lb. 1.75 - 1.80
Clove, Madagascar, bls.....lb. .15¾- .16
Zanzibar, bls.....lb. .16¾- .17
Clover tops, bgs.....lb. .14 - .15
Coaltar, coal-gas, crude, bbls., c.l., works..bbl. 7.50 - 7.75
l.c.l., works.....bbl. 8.25 - 8.50
tanks, works.....gal. .07½- .09
refd., bbls., c.l., works...bbl. 8.00 - 8.25
l.c.l., works.....bbl. 8.75 - 9.00
tanks, works.....gal. .08¼- .10
water-gas, crude, dms., c.l., works..dm. 7.50 - —
l.c.l., works.....dm. 8.00 - —
refd., dms., c.l., works...dm. 8.25 - —
l.c.l., works.....dm. 8.75 - —
Cobalt acetate, bbls., kgs., dlvd. lb. .66 - .68
Carbonate, tech., bbls., dlvd.lb. 1.63 - —
Chloride, dms., works.....lb. 1.03 - 1.18
Hydrate, bbls.....lb. 1.78 - —
Linoleate, paste, 6%, dms...lb. .31 - —
solid, 6½%, bbls.....lb. .33 - —
Oleate, bbls.....lb. .26 Nom.
Oxide, black, kgs.....lb. 1.67 - —
Resinate, fused, A, bbls.....lb. .13½- —
1%, bbls.....lb. .13 - —
2%, bbls.....lb. .14 - —
3½%, bbls.....lb. .17½- —
precip., dms., dlvd.....lb. .34 - —
Sulphate, dms.....lb. .50 - —
Cocaine hydrochloride, 100 ozs., cns..oz. 9.75 - —
Cochineal, gray, bgs.....lb. .35 - .38
Teneriffe, silver, bgs.....lb. .36 - .39
Cocillana bark, bgs.....lb. .36 - .39
Cocoa butter, lumps, bgs. c.l..lb. .14½- .15½
Codeine, cns., 100 ozs.....oz.11.70 - —
Hydrochloride, cns., 100 ozs..oz.10.50 - —
Phosphate, cns., 100 ozs.....oz. 9.00 - —
Sulphate, cns., 100 ozs.....oz. 9.50 - —
Codliver oil (see Oil, codliver).
Cohosh, black, root, bls.....lb. .08 - .09
Blue, root, bls.....lb. .07 - .07½
Colchicine, bots., 4 ozs.....oz.25.00 - —
single ozs.....oz.26.00 - —
Colchicum seed, bgs.....lb. .26 - .27
Collodion, USP, dms., 325 lbs..lb. .12½- —
cns., 25 lbs.....lb. .16 - —
Flexible, USP, dms., 325 lbs.lb. .14½- —
cns., 25 lbs.....lb. .18 - —
Colocynth pulp, bls.....lb. .37 - .38
Colombo root, bls.....lb. .18 - .20
Coltsfoot leaves, bgs.....lb. .07 - .08
Condurango bark, bgs.....lb. .08 - .09
Conium leaves, bls.....lb. .18 - .19
Copaiba, balsam, Para, cns...lb. .34 - .35
S.A., USP, cns.....lb. .86 - .37
Copper acetate, normal, bbls., c.l., works..lb. .23 - —
l.c.l., bbls.....lb. .25 - —
Carbonate, 53-54%, bbls.....lb. .16½- .17½
18-20%, bbls.....lb. .10½- .12
Chloride, bbls.....lb. .15 - .17
Cyanide, tech., bbls.....lb. .37 - .39
Iodide, bots.....lb. 4.97 - 5.02
Metal, electrolytic.....lb. .13 - —
Nitrate, cryst., bbls.....lb. .15 - —
Oleate, percip., bbls.....lb. .20 - —
Oxide, black, bbls., tons, works, lb. .17½- —
smaller lots, works.....lb. .18 - —
red, com'l, 50-75%, kgs., f.o.b. N.Y..lb. .19775- —
Resinate, precip., bbls.....lb. .15 - .16
Stearate, precip., bbls.....lb. .23 - .24
Sulphate (see Blue vitriol).
Copperas, cryst., gran., bgs., c.l., works..ton.14.00 -15.00
bbls., c.l., works.....ton.16.00 -17.00
l.c.l., 25 or over, works.... 100 lbs. 1.35 - —
5-24, works.....100 lbs. 1.50 - —
1-4, works.....100 lbs. 2.00 - —
bulk, c.l., works.....ton.12.00 -13.00
Copra, bgs., Pacific Coast.....lb. .0255- —
Coriander seed, Morocco, bgs..lb. .07 - .07½
bleached, bgs. .....lb. .08¼- .08½
Corn sugar, tanners, bbls., c.l., dlvd..100 lbs. 3.30 - —
ex whse.....100 lbs. 3.40 - —
Syrup, 42°, bbls., c.l.....100 lbs. 3.41 - —
43°, bbls., c.l.....100 lbs. 3.45 - —
Cornsilk, bls. .....lb. .07 - .08
Corrosive sublimate, cryst., dms., lb. 1.37 - 1.88
gran., powd., dms.....lb. 1.22 - 1.23
Cottonroot bark, bls.....lb. .13 - .14
Cottonseed hull ash, 25-30% potash, bulk, dlvd..unit-ton. 1.05 - —
Coumarin, 5 lbs., or more, 25-lb. cns..lb. 3.00 - —
5-lb. cns.....lb. 3.10 - —
1-lb. cns.....lb. 3.25 - —
1-oz. cns.....lb. 3.60 - —
less than 5 lbs., cns.....lb. 4.15 - 4.25
Cramp bark, genuine, bls.....lb. .20 - .22
so-called, bls. .....lb. .07 - .08
Cranesbill root, bls. .....lb. .16 - .20
Cream tartar, gran. or powd., bbls., 5,000 lbs., one shipm't, lb. .19¾- —
smaller lots, bbls.....lb. .20¼- —
kgs. .....lb. .20¾- —
Creosote, beechwood, bots.....lb. .70 - .75
Hardwood, USP, bots.....lb. .45 - .47
Pine, dms.....gal. .28 - —
Carbonate, bots., cbys.....lb. 1.40 - 1.75
Oil, crude, tanks, works....gal. .12½- .14
Coaltar solution, tanks, works gal. .118 - .128
refd., bbls., c.l., works...gal. .22½- —
l.c.l., works.....gal. .25 - —
tanks, works.....gal. .18 - .18½
Cresol, USP, dms., c.l., works.lb. .12 - —
l.c.l., same basis.....lb. .12½- —
Crotonaldehyde, tech., dms., c.l., works..lb. .36 - —
l.c.l., works.....lb. .80 - —
Cube root, powd., 5% rotenone, bbls., f.o.b. (N.Y.C., frt., equal'd., with shipments from Newark and Balto. Prices for Pacific Coast are plus frt., 10,000 lbs. or more..lb. .28 - —
2,000 lbs. to 10,000 lbs..lb. .29 - —
1,000 lbs. to 2,000 lbs..lb. .31 - —
200 lbs. to 1,000 lbs..lb. .33 - —

4% rotenone prices are 4½c. per lb. less.

Cube root, powd., contracts accepted for delivery only up to September 30, 1938. No protection against decline in price. Part deliveries against contract are billed at price for smaller quantities, subject to adjustment when contract quantity is reached.

Cubeb berries, XX, bgs.....lb. .30 - .31
powd., cs.....lb. .84 - .85
Culver's root, bls.....lb. .18 - .20
Cumin seed, Algerian, bgs....lb. .09 - .09½
Indian, bgs.....lb. .10 Nom.
Morocco, bgs.....lb. .09¼- .09½
Cutch, Philippine, bls., c.l...lb. .04 - —
Cyanamide, 21-22% N., pulv., bgs., dlvd., contrs., NH_3 unit.. 1.15 - —
Cyanide-chloride, mixture, 75%, gran., dms..lb. .16 - .17
lump, dms .....lb. .14 - .15

D

Damiana leaves, bls.....lb. .17 - .18
Dandelion root, German, bls..lb. .20 - .21
Deertongue leaves, bls.....lb. .13 - .15
Degras, common, dom., bbls..lb. .08 - .08¼
English, bbls.....lb. .08 - .08¼
neutral, dom., bbls.....lb. .11 - .15
English, bbls.....lb. .11 - .15
Derris root, powd., 5% rotenone, bbls., f.o.b. N.Y.C., frt. equal'd., with shipments from Newark and Balto. Prices for Pacific Coast are plus frt., 10,000 lbs., or more..lb. .39 - —
2,000 lbs., to 10,000 lbs..lb. .40 - —
1,000 lbs., to 2,000 lbs..lb. .41½- —
200 lbs., to 1,000 lbs..lb. .43 - —

4% rotenone prices are 6c. per lb. less

Derris root, powd., contracts accepted for delivery only up to September 30, 1938. No protection against decline in price. Part deliveries against contract are billed at price for such smaller quantities, subject to adjustment when contract quantity is reached.

Dextrin, British gum, c.l., f.o.b. Chicago..100 lbs. 4.10 - —
l.c.l., f.o.b. Chicago..100 lbs. 4.20 - —
Corn, canary, bgs., c.l., f.o.b. Chicago..100 lbs. 3.75 - —
l.c.l., f.o.b. Chicago..100 lbs. 3.95 - —
white, bgs., c.l., f.o.b. Chicago..100 lbs. 3.80 - —
l.c.l., f.o.b. Chicago..100 lbs. 4.00 - —
Potato, import, bgs.....lb. .07¾- .08¾
Tapioca, bgs., ex whse.....lb. .08 Nom.
Diamyl ether, dms., c.l., works, lb. .085 - —
l.c.l., works.....lb. .092 - —
tanks, works.....lb. .075 - —
Oxalate, dms., l.c.l., works..lb. .30 - —
Phthalate, dms., c.l., dlvd..lb. .20¾- —
l.c.l., dlvd.....lb. .21 - —
tanks, dlvd.....lb. .19½- —
Sulphide, dms., l.c.l., works..lb. 1.10 - —
Diamylamine, dms., c.l., works, lb. .47 - —
l.c.l., works.....lb. .50 - —
Diamylene, dms., c.l., works.lb. .095 - —
l.c.l., works.....lb. .102 - —
tanks, works.....lb. .085 - —
Diatomaceous earth, dom., bgs., c.l., Pacific cst., works, ton.22.00 -85.00
l.c.l., ex whse.....ton.45.00 -150.00
import, bgs., c.l., c.i.f.....ton.30.00 - —
Dibutylamine, dms., l.c.l., works, lb. .55 - —
Dibutyl phthalate, dms.....lb. .21 - —
Tartrate, dom., dms.....lb. .35 - .40
import., dms.....lb. .80 - .85
Dicalcium phosphate (see Calcium phosphate, dibasic).
Dichloroethyl ether, dms., c.l. works..lb. .15 - —
l.c.l., works.....lb. .16 - —
tanks, works.....lb. .14 - —
Diethanolamine, dms., c.l., works..lb. .26 - —
l.c.l., works.....lb. .27 - —
tanks, works.....lb. .25 - —
Diethyl carbonate, coml., dms.lb. .31¾- —
refd., 99%, dms.....lb. .50 - —
Carbinol (see Carbinol).
Phthalate, dms., c.l.....lb. .19 - —
l.c.l. .....lb. .19¼- —
tanks .....lb. .18 - —
Sulphate, dms., c.l., works..lb. .13 - —
l.c.l., works.....lb. .14 - —
tanks .....lb. .12 - —
Diethylaniline, dms.....lb. .50 - —
Diethyleneglycol, dms., c.l., works, lb. .22 - —
l.c.l., works.....lb. .23 - .26
Monobutylether, dms., works.lb. .26 - .27
Monoethylether, dms., c.l., works..lb. .16 - —
l.c.l., works.....lb. .17 - —
tanks, works.....lb. .15 - —
Digitalis leaves, dms.....lb. .60 Nom.
Diglycol oleate, light, bbls....lb. .31 - .34
Dillseed, recleaned, bgs.....lb. .07¼- .07½
Dimethyl phthalate, dms.....lb. .21 - —
Dimethylaniline, dms.....lb. .26 - .27
Dimethylethyl carbinol (see Carbinol).
Dinitrobenzene, bbls.....lb. .16 - .18
Dinitrochlorobenzene, bbls.....lb. .16¼- .17¼
Dinitronaphthalene, kgs.....lb. .35 - .38
Dinitrophenol, bbls.....lb. .23 - .24
Dinitrotoluene, dms.....lb. .14¼- .15¼
oily, dms.....lb. .09 - —
Diorthotoluoiguanidin, dms, 2,000 lbs. or over, dlvd..lb. .44 - —
600-1,950 lbs., dlvd.....lb. .46 - —
150-450 lbs., dlvd.....lb. .47 - —
Dip oil (see Tar acid oil).
Dipentene, dms.....gal. .47 - .50
tanks .....gal. .41 - —
Diphenyl, bbls, c.l., works....lb. .15 - —
l.c.l., works.....lb. .20 - .25
Oxide, bots.....lb. .70 - 1.00
Diphenylamine, bbls.....lb. .31 Nom.
Diphenylguanidin, dms., 2,000 lbs. or over, dlvd..lb. .35 - —
600-1,950 lbs., dlvd.....lb. .36 - —
150-450 lbs., dlvd.....lb. .37 - —
Diphenylmethane, bots.....lb. 1.40 - 2.00
Disodium phosphate (see Soda phosphate, dibasic)
Divi-divi, bgs., shipment....ton.34.00 Nom.
Doggrass root, cut, bls.....lb. .12 - .13
Dogwood bark, dom., bls.....lb. .07 - .08
Jamaica, bls.....lb. .07 - .08
Dover's powder, USP, cns.....lb. 2.75 - 2.80
Dragon's blood, mass, cs.....lb. .65 - .85
reeds, thin, cs.....lb. .85 - .90
Duboisine sulphate, vis.....oz.34.50 -35.00
Dyes, coaltar, for general uses (numbers are those of Colour Index scale):—
36 Chrome yellow 2G.....lb. .65 - .70
40 Chrome yellow R.....lb. .50 - 1.00
53 Victoria violet.....lb. .80 - 1.00
165 Lake red C.....lb. 1.00 - —
176 Fast red A.....lb. .60 - .75
189 Fast red VR.....lb. 1.50 - 1.65
189 Lake red R, paste.....lb. .85 - .90
189 Lake red R, powdered..lb. 8.00 - 8.10
202 Chrome blue black U..lb. .32 - .40
204 Chrome black A.....lb. 1.75 - 2.00
208 Fast red blue R.....lb. .75 - 2.00
216 Chrome red B.....lb. 1.75 - 2.00
242 Cloth red 2B.....lb. .60 - .80
259 Fast cyanin 5R.....lb. .90 - 1.00
299 Chrome black F.....lb. .60 - .65
307 Fast cyanin black B...lb. .80 - .85
320 Direct cast scarlet.....lb. 2.00 - 2.25
364 Paper yellow.....lb. .32 - .90
365 Chrysophenin G.....lb. .58 - .70
394 Direct violet N.....lb. 1.25 - 1.30
382 Direct scarlet B.....lb. 1.50 - 1.75
387 Direct violet B.....lb. 1.00 - 1.30
401 Developed black BHN..lb. .50 - .75
406 Direct blue 2B.....lb. .25 - .30
415 Direct orange R.....lb. .60 - .70
419 Direct fast red F.....lb. .75 - .95
420 Direct brown M.....lb. 1.00 - 1.10
448 Benzo purpurin 4B.....lb. .40 - .42½
495 Benzo purpurin 10B....lb. .40 - .50
502 Direct azurin G.....lb. .75 - .80
512 Direct blue RD.....lb. .80 - 1.00
518 Direct pure blue 6B....lb. 1.10 - 1.25
520 Direct pure blue.....lb. .50 - 1.00
529 Direct fast black FF..lb. .65 - 1.00
581 Direct black EW.....lb. .25 - .60
582 Direct black RX.....lb. .35 - .45
598 Direct green B.....lb. .75 - .80
594 Direct green G.....lb. 1.00 - 1.05
596 Direct brown 3GO.....lb. .35 - 1.00
620 Direct yellow R.....lb. 1.25 - 1.50
698 Acid violet.....lb. 1.00 - 3.00
812 Primulin .....lb. .50 - .52
814 Direct fast yellow.....lb. 2.00 - 2.25
845 Nigrosin(water soluble).lb. .35 - .50
1177 Indigo, 20 p.c., paste...lb. .15 - .18
Benzo fast black L....lb. .90 - 1.00
Sulphur black .....lb. .20 - .25
Sulphur blue .....lb. .40 - 1.00
Sulphur brown .....lb. .25 - .50
Sulphur maroon .....lb. .40 - —
Sulphur olive.....lb. .25 - .54
Sulphur tan .....lb. .30 - .50
Sulphur yellow .....lb. .30 - .50
Zambesi black .....lb. .75 - .80

Dyes, coaltar, for stains (numbers are those of Colour Index scale):—

Oil-soluble (prices in barrels of 100 lbs.; lots of 25 pounds to a barrel are 3c. per lb. higher; f.o.b. sellers' works or warehouse)

Black:—
865 Nigrosin derivatives.lb. .42 - —
Blue:—
1075 Alizarin astrol base.lb.15.00 - —
1078 Alizarin cyanin green base..lb. 6.00 - —
729 Victoria blue.....lb. .75 - —
Browns:—
Brown .....lb. 1.15 - —
Green:—
1078 Alizarin cyanin green.lb. 5.00 - —
.... Green .....lb. .75 - —
Orange:—
24 Sudan I.....lb. .70 - —
.... Orange, red shade..lb. .75 - —
Red:—
73 Sudan II.....lb. 1.05 - —
258 Sudan IV.....lb. .95 - —
749 Rhodamine B (oil pink) lb. 2.50 - —
1080 Anthroquinone violet base..lb. 6.00 - —
680 Oil violet .....lb. .80 - —
Yellow:—
15 Amidoazobenzene yellow..lb. .90 - —
17 Amidoazotoluene yellow. lb. .75 - —
61 Yellow OT.....lb. 1.40 - —

Spirit-soluble (prices in barrels of 250 lbs each; lots of 25 lbs. to a barrel, 3c. per lb. higher; f.o.b. sellers' works or warehouse).

Black:—
864 Nigrosin .....lb. .40 - —
Blue:—
729 Victoria blue .....lb. 2.55 - —
860 Indulin .....lb. .70 - —
Brown:—
331 Bismarck brown ....lb. 1.80 - —
Green:—
637 Malachite green base.lb. 2.00 - —

Dyes, coaltar, for stains (numbers are those of Colour Index scale):—
Orange:—
20 Chrysoidin G.....lb. .95 - —
21 Chrysoidin R.....lb. .95 - —
Red:—
677 Fuchsin, magenta base. lb. 7.25 - —
749 Rhodamine B.....lb. 4.75 - —
Yellow:—
67 Amidoazotoluene yellow..lb. .75 - —
655 Auramine .....lb. 2.00 - —
800 Chinolin yellow SS..lb. 3.00 - —
Violet:—
680 Methyl violet.....lb. 1.00 - —
Water-soluble (prices in barrels of 250 lbs. each; lots of 25 lbs. to a barrel, 3c. per lb. higher; f.o.b. sellers' works or warehouse).
Black:—
246 Naphthol blue black S, lb. .50 - —
865 Nigrosin .....lb. .36 - —
873 Methylene gray ....lb. 1.50 - —
Blue:—
714 Patent blue A .....lb. 1.45 - —
729 Victoria blue B.....lb. 2.00 - —
861 Indulin .....lb. .37 - —
909 New blue R.....lb. 1.30 - —
922 Methylene blue ....lb. 1.00 - —
1054 Alizarin saphirol B..lb. 1.90 - —
1180 Indigotin IA.....lb. .35 - —
Brown:—
234 Resorcin brown Y...lb. .45 - —
235 Resorcin dark brown R, lb. .90 - —
231 Bismarck brown G..lb. .52 - —
532 Bismarck brown R..lb. .37 - —
793 Phosphin .....lb. 4.65 - —
Green:—
5 Naphthol green B...lb. 1.00 - —
657 Malachite green.....lb. 1.35 - —
662 Brilliant green.....lb. 2.00 - —
666 Guinea green B.....lb. 1.15 - —
737 Wool green S.....lb. .55 - —
924 Methylene green B..lb. 1.55 - —
1076 Alizarin cyanin green, lb. 2.25 - —
Orange:
10 Chrysoidin G.....lb. .40 - —
21 Chrysoidin R.....lb. .37 - —
27 Orange G.....lb. .50 - —
151 Orange Y.....lb. .30 - —
161 Orange R.....lb. .34 - —
Red:—
31 Amidonaphthol red G, lb. .42 - —
37 Amidonaphthol red 6B, lb. .68 - —
79 Ponceau R .....lb. .48 - —
88 Fast red B .....lb. 1.05 - —
176 Fast red A .....lb. .54 - —
179 Asorubin .....lb. .53 - —
183 Crocein scarlet 3BX..lb. .60 - —
186 Cochineal red A....lb. .60 - —
253 Brilliant crocein M..lb. .68 - —
677 Fuchsin .....lb. 1.90 - —
749 Rhodamine B .....lb. 3.50 - —
752 Rhodamine 6G .....lb. 4.50 - —
768 Eosin G .....lb. 1.50 - —
841 Safranin .....lb. 1.45 - —
Violet:—
680 Methyl violet B....lb. .75 - —
681 Crystal violet C....lb. 1.75 - —
695 Acid violet 4BN....lb. .88 - —
Yellow:—
10 Naphthol yellow S..lb. .88 - —
138 Metanil yellow .....lb. .53 - —
536 Fast light yellow....lb. 1.25 - —
639 Xylene light yellow..lb. 1.15 - —
640 Tartrazin .....lb. .60 - —
655 Auramine .....lb. 1.27 - —

Dyes, natural (see name of article).

E

Echinacea root, bls.....lb. .26 - .27
Egg albumen (see Albumen).
Yolk, dom., cs.....lb. .68 Nom.
import, cs.....lb. .60 Nom.
Elder flowers, bright, bls.....lb. .25 - .26
dark, bls. .....lb. .22 - .23
Elecampane root, bls.....lb. .11 - .13
Elm bark, grinding, bls.....lb. .11 - .12
powd., bbls., bxs.....lb. .20 - .21
select, bndls.....lb. .40 - .42
Emetine hydrochloride, bots...oz.17.00 -18.00
Ephedra, bls.....lb. No offers
Ephedrine, tins, 100 ozs.....oz. No prices.
Hydrochloride, tins, 100 ozs..oz. No prices.
Sulphate, cryst., tins, 100 ozs.oz. No prices.
powd., tins., 100 ozs.....oz. No prices.
Epsom salt, tech., bgs.....100 lbs. 1.80 - —
bbls. .....100 lbs. 1.90 - —
USP, cryst., dom., bgs., c.l., 100 lbs. 2.00 - —
l.c.l., 5,000 lbs., 1 withdrawal..lb. 2.25 - —
smaller lots.....lb. 2.50 - —
bbls., c.l.....lb. 2.10 - —
l.c.l., 5,000 lbs., 1 withdrawal..lb. 2.35 - —
smaller lots .....lb. 2.60 - —
kgs., c.l. .....lb. 2.35 - —
l.c.l., 5,000 lbs., 1 withdrawal..lb. 2.60 - —
smaller lots .....lb. 2.85 - —
dried, dom., bgs., l.c.l...lb. .08 - .10
Ergot, USP, cs., dms.....lb. 1.50 1.60
Esserine, bots.....oz.42.00 - —
Salicylate, bots.....oz.29.00 -30.00
Sulphate, bots.....oz.30.00 - —
Ether, acetic, dms., 400 lbs...lb. .09 - —
cns., 35 lbs.....lb. .14 - —
Ethyl (see Ether, sulphuric).
Nitrous, conc., bots., 100 lbs., lb. .68 - —
Sulphuric, conc., dms., 120 lbs., lb. .09 - —
cns., 27 lbs.....lb. .14 - —
synth., dms., c.l., works..lb. .08 - —
l.c.l., works.....lb. .09 - —
USP, anesthesia, dms., 27 lbs., lb. .26 - —
USP, 1880, dms.....lb. .39 - .40
washed, dms.....lb. .37 - .38
Ethyl acetate, dms., c.l., frt. alld. lb. .07½- —
l.c.l., frt. alld.....lb. .08 - —
tanks, frt. alld.....lb. .06½- —
anhyd., dms., c.l., frt. alld.lb. .08½- —
l.c.l., frt. alld.....lb. .09 - —
tanks, frt. alld.....lb. .07½- —
Acetoacetate, dms., c.l., works. lb. .27½- —
l.c.l., dms., works.....lb. .26 - —
Bromide, tech., dms.....lb. .50 - .55
Caproate, cns.....lb. 1.00 - —
Chloride, dms.....lb. .22 - .24
Cinnamate, cns.....lb. 3.40 - 4.25
Crotonate, dms., works.....lb. 1.00 1.25
Formate, dms.....lb. .27 - .28
Iodide, bots.....lb. 5.55 - 5.70
Lactate, 55-gal. dms., works.lb. .33 - —
5-gal. dms., works.....lb. .36 - —
Oxalate, dms.....lb. .50 - .54
Silicate, l.c.l., dms., works..lb. .77 - —
Ethylcellulose, bgs., 500 lbs. or more, frt. alld. lb. .70 - —
100 lbs., frt. alld.....lb. .75 - —
smaller lots, works.....lb. 1.00 - —
Ethylene bromide, dms.....lb. .65 - .70
Dichloride, dms, c.l., works, E. of Rockies, frt. alld..lb. .0545- —
West of Rockies, same basis..lb. .0595- —

Ethylene dichloride, l.c.l., dms., works, E. of Rockies, frt. alld..lb. .0644- —
West of Rockies, same basis..lb. .0694-
Ethyleneglycol, dms., c.l.....lb. .17 - —
l.c.l. .....lb. .18 - .21
tanks .....lb. .16 - —
Monobutylether, dms., c.l., works lb. .20 - —
l.c.l., works .....lb. .21 - .24
tanks, works .....lb. .19 - —
Monoethylether, dms., c.l., works..lb. .16 - —
l.c.l., works .....lb. .17 - —
tanks, works .....lb. .15 - —
Monoethylether acetate, dms., c.l., works..lb. .14 - —
tanks, works .....lb. .13 - —
Monomethylether, dms., c.l., works..lb. .18 - —
l.c.l., works .....lb. .19 - .22
tanks works .....ib. .17 - —
Ethylidinaniiin, dms .....lb. .45 - .47½
Ethylmethyl ketone, dms., c.l., frt. pd. E. of Rocky Mts., lb. .07 - —
l.c.l., same terms.....lb. .07½- —
tanks, same terms.....lb. .06 - —
Ethylorthoparatoluenesulphonamide, bbls..lb. .55 - —
Ethylparatoluenesulphonamide, bbls..lb. .60 - —
Eucalyptol, cns., dms.....lb. .58 - .60
Eucalyptus leaves, bls.....lb. .09 - .10
Eugenol, bgs., cns.....lb. 2.10 - 2.55
Euphorbia, bls.....lb. .06 - .06½

F

Feldspar, enamel, 100 mesh, bulk, works..ton.14.00 -15.00
glass, 20 mesh, bulk, works.ton.11.00 -12.25
pottery, bulk, Me. works...ton.17.00 -19.00
N.C. works.....ton.17.00 -19.00
Fennel seed, French type, bgs., lb. .07½- .08
Indian, bags.....lb. .07½- .07¾
German, large, bgs.....lb. .13 - .14
small, bgs.....lb. .13 - .14
Fenugreek seed, bgs.....lb. .04 - .04½
Ferric sulphate, dms., works.ton.35.00 -40.00
Film scrap, colors, dark, cs., 1,000 lbs. or over, E. works lb. .14 - —
smaller lots, E. works. lb. .14½- —
light, cs., 1,000 lbs. or over, works..lb. .14½- —
smaller lots, E. works.lb. .15 - —
water white, cs., 1,000 lbs. or over, E. works..lb. .16 - —
smaller lots, E. works.lb. .17 - —
Film scrap prices f.o.b. Calif. works, 1c. lb. lower.
Fir balsam, Canada, cns.....gal.11.00 -11.25
Oregon, bbls.....gal. 1.55 - 1.60
Fish berries, bgs. .....lb. .09 - .10
Fish scrap, menhaden, dried, 11-12% ammon., 15% bone phos., bulk, Chesapeake factories, contracts, futures, unit-ton. 3.50 & .10 Nom.
grd., 11-12% ammon., 15% bone phos., bgs., f.o.b. Balto..ton.51.00 -52.00
wet, acidulated, 6-7% ammon., 3-4% phosphor. acid, bulk, E. cst. factories, contracts..unit-ton. 2.90 & .50 Nom.
sardine, meal, Japanese, 11½% ammon., bgs., c.i.f., ports, Nov.-Dec. shipt..ton.45.00 - —
Flake white, bbls., kgs.....lb. .08½- .08¾
Fleaseed, French, black, bgs..lb. .10 - .11
Indian, blonde, bgs.....lb. .11 - .12
Fluorspar, enamel, 96-98%, bgs., ton.33.00 - —
Standard, gravel, washed, 85 and 5%, dom., bulk, f.o.b. Ill., Ky. mines, ton.20.00 -21.50
import, bulk, Atlantic ports, duty-paid..ton.23.00 -23.50
lump, 85 and 5, dom., bulk., f.o.b. Ill., Ky., mines...ton.21.00 -22.50
powd., 97%, import., bgs., Atlantic ports, duty-paid..ton. No prices.
Formaldehyde, bbls., c.l., works, lb. .05¾- —
l.c.l., works.....lb. .06¼- —
dms., c.l., works.....lb. .05¼- —
l.c.l., works.....lb. .06¾- —
tanks, works.....lb. .04½- —
Frinzetree bark, bls.....lb. .13 - .14
Fuller's earth, dom., bgs., c.l., f.o.b. Fla., Ga., mines..ton.10.00 - —
import., bgs., c.l., ex dock.ton.23.00 - —
l.c.l., ex whse.....ton.30.00 - —
Furfural, refd., dms., c.l., works, lb. .15 - —
l.c.l., works.....lb. .17½- .18
tech., dms., contracts, 150,000 lbs., works..lb. .10 - —
c.l., works.....lb. .12½- —
l.c.l., works.....lb. .15 - .20
tanks, works.....lb. .09 - —
Fusel oil, refd., dms., incl., dlvd., lb. .16 - .18
Fustic extract, cryst., bbls....lb. .22 - .26
liquid, bbls.....lb. .09½- .13
solid, dms.....lb. .17½- .19½

G

G salt, bbls.....lb. .45 - .48
Galangal root, bls.....lb. .10 - .11
Gall extract, bbls.....lb. .19 - .20
Gambier, common, bgs.....lb. No prices.
plantation, bxs.....lb. .08¾- .09
Cubes, Singapore, bgs.....lb. .10½- —
Extract, bbls.....lb. .08½ Nom.
Gasoline, at refinery:—
Bayonne, US motor, below 60 octane, tanks..gal. .07¼- —
60-65 octane, tanks....gal. .07½- .07¾
above 65 octane, tanks.gal. .07¼- —
California, 54-58, tanks..gal. .07½- .08½
Gulf Coast, US motor, bulk, gal. .05¾- —
60-62, 390 e.p., bulk, export, gal. .05¾- —
60-62, 400 e.p., bulk, export, gal. .05¾- —
64-66, 375 e.p., bulk, export, gal. .05¾- —
Louisiana-Arkansas, US motor, 62 octane, tanks..gal. .05½- —
63-66 octane, tanks....gal. .05¾- .06
67-69 octane, tanks....gal. .06½- .06¾
70-72 octane, tanks....gal. .06½- —
Oklahoma-Texas, US motor, 62 octane and below, tanks..gal. .04¼- .04½
third grade, tanks.....gal. .04¼- .04½
63-66 octane, tanks...gal. .04¾- .05
67-69 octane, tanks...gal. .05 - .05¼
70-72 octane, tanks...gal. .05¼- .05½
natural, 14-lb. v. p., tanks. gal. .05¾- .06
18-lb. v.p., tanks.....gal. .04¾- .05½
22-lb. v.p., tanks.....gal. .04½- .04¾
26-70-lb., v.p., tanks..gal. .04¼- .04¼
Pennsylvania, US motor, below 60 octane, tanks.....gal. .05¾- .05¾
60 octane, tanks.....gal. .07¾- .07¾
62-64, 450 e.p., naphtha, tanks..gal. .05¾- .06
54-56, 400 e.p., strt. run, tanks..gal. .05¾- .06½
Gelatin, silver, cs.....lb. .45 - .50
Gelsemium root, bls.....lb. .13 - .14
Gentian root, bls.....lb. .13 - .14
grd., bbls., bxs.....lb. .15 - .16
powd., bbls., bxs.....lb. .16 - .17
Geraniol, cns., dms.....lb. .75 - 3.00
Geranyl acetate, bots., dms...lb. 1.75 - 2.50
Ginger root, African, bgs....lb. .15 - .15½
Cochin, lemon, bgs.....lb. .15½- .15¾
Jamaica, bold, bgs.....lb. .17 - .17½
grinding, bright, bgs....lb. .15½- .16
medium, bold, bgs.....lb. .16 - .16½
Japanese, bgs.....lb. .16 - .16½
Ginseng fibers, cs.....lb. 1.75 - 3.00
Root, cultivated, cs.....lb. 4.00 - 5.00
wild, Southern, cs.....lb. 6.00 - 7.00
Glauber's salt, anhyd. (see Soda sulphate).
cryst., dom., bgs., bbls., c.l., works..100 lbs. .95 - 1.15
5 tons or over, works... 100 lbs. 1.05 - 1.25
less than 5 tons, works.. 100 lbs. 1.15 - 1.35
import., bgs. .....100 lbs. 1.05 - 1.35
Glue, bone, calcimine type, 24 millipoise, 56 jelly-grams, bgs., c.l., dlvd..lb. .14 - —
l.c.l., dlvd.....lb. .14½- —
56/58, bgs., c.l., dlvd.....lb. .14½- —
l.c.l., dlvd.....lb. .15 - —
58/62, bgs., c.l., dlvd.....lb. .15½- —
l.c.l., dlvd.....lb. .16 - —
62/108, bgs., c.l., dlvd....lb. .16 - —
l.c.l., dlvd.....lb. .16½- —
hide, calcimine type, 53 millipoise, 135 jelly grams, bgs., c.l., dlvd., East, Middlewest..lb. .16½- —
l.c.l., same basis.....lb. .17 - —
60/164, bgs., c.l., same basis.lb. .18 - —
l.c.l., same basis.....lb. .18½- —
67/192, bgs., c.l., same basis.lb. .19 - —
l.c.l., same basis.....lb. .19½- —
75/222, bgs., c.l., same basis lb. .20 - —
l.c.l., same basis.....lb. .21 - —
83/251, bgs., c.l., same basis.lb. .21 - —
l.c.l., same basis.....lb. .22 - —
92/283, bgs., c.l., same basis.lb. .22 - —
l.c.l., same basis.....lb. .23 - —
102/315, bgs., c.l., same basis lb. .22½- —
l.c.l., same basis.....lb. .23½- —
113/347, bgs., c.l., same basis lb. .23½- —
l.c.l., same basis.....lb. .24½- —
125/379, bgs., c.l., same basis lb. .24½- —
l.c.l., same basis.....lb. .25½- —
Glue prices for barrel packing, ¼c. lb. higher; grinding charge, 20-40 mesh, ½c. lb.; 60 mesh, 1c. lb.
Glycerin, C.P., makers, cns., l.c.l. lb. .21½- .22
dms., extra, c.l. .....lb. .19½- —
l.c.l. .....lb. .20 - —
dynamite, dms., extra, c.l...lb. .19½- —
l.c.l. .....lb. .20 - —
saponification, basis 88%, dms., returnable, dlvd..lb. .14½- .15
soaplye, basis 80%, dms.. returnable, dlvd..lb. .13 - .13½
yellow, distilled, dms., extra, c.l. lb. .21¾- —
l.c.l. .....lb. .21¾- —
Glycol boriborate, dms.....lb. .26 - —
Phthalate, dms. .....lb. .40 - —
Stearate, dms. .....lb. .27½- —
Gold, U.S. purchase price....oz.35.00 - —
Chloride, acid brown, bots..oz.20.75 -21.00
yellow, bots. .....oz.18.75 -19.00
Gold-soda chloride, photo., bots.. oz.13.00 - —
U.S.P. IX, bots.....oz.14.50 -14.75
Gold of pleasure seed, bgs.....lb. .17 - .17½
Golden seal root, bls.....lb. 3.55 - 3.60
powd., bxs. .....lb. 3.80 - 3.85
Grains of paradise, bgs.....lb. .35 - .37
Graphite, flake (cryst.), 90% 325 mesh, 50% graphitic carbon, bgs., c.l., works..lb. .06 - —
bbls., c.l., works.....lb. .06¼- —
lc.l., works .....lb. .06½- —
powd., 90% 325 mesh, 65% graphitic carbon, bgs., c.l., works..lb. .02½- —
bbls., c.l., works.....lb. .02¾- —
l.c.l., works.....lb. .03¼- —
80% graphitic carbon, bgs., c.l., works..lb. .03¼- —
bbls., c.l., works.....lb. .03¾- —
l.c.l., works.....lb. .04½- —
Grease, house, trcs.....lb. .05¼- .05½
White, trcs.....lb. .06¾- .07½
Yellow, trcs.....lb. .05½- .05¾
Wool (see Adeps lanae and Degras).
Green, chrome, C.P., dark, light, medium, blue content up to 5% bbls., dlvd. N. of Tenn. and N. C., E. of Miss. river, including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis..lb. .21 - —
6-10%, bbls., same basis.lb. .22 - —
11-15%, bbls., same basis.lb. .23 - —
16-20%, bbls., same basis.lb. .23½- —
21-25%, bbls., same basis.lb. .24 - —
26-30%, bbls., same basis.lb. .24½- —
31-35%, bbls., same basis.lb. .25½- —
36-40%, bbls., same basis.lb. .27 - —
41-45%, bbls., same basis.lb. .28½- —
46-50%, bbls., same basis.lb. .30 - —
over 50%, bbls., same basis lb. .31 - —
Chrome green prices are ½c. higher dlvd. Ala., Fla., Ga., La., (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Texas (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; ½c. higher dlvd. Pac. coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
reduced, C.P. color content up 5%, bbls., same basis, lb. .06 - —
6-10%, bbls., same basis.lb. .06¾- —
11-13%, bbls., same basis.lb. .07¼- —
14-16%, bbls., same basis.lb. .07½- —
17-19%, bbls., same basis.lb. .07¾- —
20-21%, bbls., same basis.lb. .08 - —
22-23%, bbls., same basis.lb. .08¼- —
24-25%, bbls., same basis.lb. .08½- —
26-27%, bbls., same basis.lb. .08¾- —
28-29%, bbls., same basis.lb. .09¼- —
30-31%, bbls., same basis.lb. .10 - —
32-33%, bbls., same basis.lb. .11¼- —
34-35%, bbls., same basis.lb. .12¼- —
36-40%, bbls., same basis.lb. .14¼- —
41-45%, bbls., same basis.lb. .16¼- —
46-50%, bbls., same basis.lb. .16¾- —
51-55%, bbls., same basis.lb. .17¼- —
56-60%, bbls., same basis.lb. .17¾- —
61-65%, bbls., same basis.lb. .18¼- —
66-70%, bbls., same basis.lb. .19¼- —
71-75%, bbls., same basis.lb. .20¼- —
Chrome, oxide, dom., pure, bbl. .21 - —
ceramic, light shades, bbls., c.l., works..lb. .28 - —
l.c.l., works.....lb. .30 - —
standard grade, bbls., works..lb. .19 - .20
tetrahydroxide, bbls.....lb. .85 - —
Paris (see P)
Tungstated, brilliant, kgs...lb. 3.75 - —
emerald, kgs.....lb. 2.60 - —
Verdigris (see V)
Green dyes are listed under Dyes.
Grindelia robusta, bls.....lb. .08½- .10
Gum, Guaiac resin, cs.....lb. .23½- .24½
strained, cs.....lb. .90 - 1.00
Wood, bls.....lb. .04 - .05
Guaiacol, liq., djns.....lb. 1.55 - 1.70
Carbonate, fib., dms., 25 lbs.lb. 2.20 - —
kgs. 100 lbs.....lb. 2.15 - —
Guarana, powd., cs.....lb. 1.20 - 1.25
Gum, aloe (see A)
Ammoniac, tears., cs.....lb. .85 - .90
Arabic, amber sorts, cleaned, bgs..lb. .12 - .12½
white, sorts, 1, bgs.....lb. .25 - .26
2, bgs.....lb. .23 - .24
powd., bbls.....lb. .16 - .17
Asafetida (see A)
Asphaltum (see A)
Benzoin, Siam, cs.....lb. 1.40 - 1.65
Sumatra, cs. .....lb. .15 - .25
Camphor (see C)
Chicle, bgs.....lb. .40 - .46
Copal, Congo 1, water white, transparent, bgs., c.l., ex dock or ex whse., N. Y. or San Fran....lb. .46 - —
Copal, dammar, elemi, kauri, mastic, sandarac, and yacca gums prices c.l. (30,000 lbs. min.) apply to assorted lots of gums as well as one grading; l.c.l. prices are ¼c. higher for 10 bgs. or over; ½c. higher for 1-9 bgs.
2, cloudy, white, bgs., c.l., same basis..lb. .31⅜- —
3, selected pale straw bold, bgs., c.l., same basis..lb. .20 - —
4, pale bold straw, bgs., c.l., same basis..lb. .29⅜- —
5, pale straw bold, bgs., c.l., same basis..lb. .15⅜- —
6, pale amber bold, bgs., c.l., same basis..lb. .15⅜- —
7, pale straw bold, bgs., c.l., same basis..lb. .14⅜- —
8, light amber bold, bgs., c.l., same basis..lb. .14⅜- —
9, medium light amber bold, bgs., c.l., same basis..lb. .11⅜- —
10, rescraped hard amber bold, bgs., c.l., same basis, lb. .10⅜- —
11, hard dark amber bold, bgs., c.l., same basis..lb. .08⅜- —
12, selected bold sorts, bgs., c.l., same basis..lb. .08 - —
13, dark sorts bold, bgs., c.l., same basis..lb. .06½- —
14, selected, fully scraped ivory, bgs., c.l., same basis..lb. .19⅜- —
15, ordinary ivory sorts, bgs., c.l., same basis..lb. .08½- —
16, inferior ivory sorts, bgs., c.l., same basis..lb. .06¼- —
17, pale fingers, bgs., c.l., same basis..lb. .18⅜- —
18, pale straw nubs, bgs., c.l., same basis..lb. .13⅜- —
19, pale straw nubs, bgs., c.l., same basis..lb. .12¼- —
20, hard dark amber nubs, bgs., c.l., same basis..lb. .09¼- —
21, ordinary selected nubs, c.l., same basis..lb. .08⅜- —
22, small mixed nubs, bgs., c.l., same basis..lb. .07⅜- —
23, dark mixed nubs, bgs., c.l., same basis..lb. .07⅜- —
24, No. 1, ivory nubs, bgs., c.l., same basis..lb. .16⅜- —
25, No. 2, natural ivory nubs, bgs., c.l., same basis, lb. .07⅜- —
26, pale bold chips, bgs., c.l., same basis..lb. .07⅜- —
27, pale small chips, bgs., c.l., same basis..lb. .06½- —
28, pale dust, bgs., c.l., bgs., same basis..lb. .05⅜- —
East India, Batu, bold scraped, bgs., c.l., same basis..lb. .06¼- —
unscraped, bgs., c.l., same basis..lb. .04 - —
chips, bgs., c.l., same basis lb. .03⅜- —
dust, bgs., c.l., same basis..lb. .03⅜- —
nubs and chips, bgs., c.l., same basis..lb. .03⅜- —
black, bold, scraped, bgs., c.l., same basis..lb. .06⅜- —
unscraped, bgs., c.l., same basis..lb. .04¼- —
nubs and chips, bgs., c.l., same basis..lb. .04¼- —
Hiroe, Macassar, pale, bold, bgs., c.l., same basis.lb. .13 - —
chips, bgs., c.l., same basis..lb. .05⅜- —
dust., bgs., c.l., same basis, lb. .03⅜- —
nubs, bgs., c.l., same basis..lb. .10⅜- —
Singapore Rasak, bold, bgs., c.l., same basis..lb. .15⅜- —
chips, bgs., c.l., same basis, lb. .04¾- —
dust, bgs., c.l., same basis.lb. .03⅜- —
nubs, bgs., c.l., same basis.lb. .10⅜- —
Manila, Boeas, amber and dark, bskts., c.l., same basis..lb. .14 - —
light, bskts., c.l., same basis..lb. .13½- —
Loba A, bskts., c.l., same basis..lb. .12 - —
B, bskts., c.l., same basis.lb. .11⅜- —
C, bskts., c.l., same basis.lb. .11¼- —
CNE, bskts., c.l., same basis..lb. .07⅜- —
D, bskts., c.l., same basis, lb. .09⅜- —
DK, bskts., c.l., same basis, lb. .07⅜- —
DU, bskts., c.l., same basis, lb. .08⅜- —
dust, bskts., c.l., same basis, lb. .06⅜- —
Sambas and white split chips, bskts., c.l., same basis..lb. .14⅜- —
Singapore, dust, bskts., c.l., same basis..lb. .06⅜- —
spirit-soluble, CBB, bskts., c.l., same basis..lb. .08¾- —
DBB, bskts., c.l., same basis..lb. .08¾- —
MA, bskts., c.l., same basis, lb. .07¼- —
MB, bskts., c.l., same basis, lb. .06¾- —
WS, bskts., c.l., same basis, lb. .08¾- —
Philippine Manila, amber sorts, bskts., c.l., same basis...lb. .07⅜- —
chips, pale, bskts., c.l., same basis..lb. .08⅜- —
small, bskts., c.l., same basis..lb. .07⅜- —
extra pale sorts, bskts., c.l., same basis..lb. .09½- —
nubs, bskts., c.l., same basis..lb. .11⅜- —
pale, scraped, bskts., c.l., same basis..lb. .11¾- —
seeds and dust, bskts., c.l., same basis..lb. .06½- —

Ethylene Dichlor—Homatrop

Gum, copal, Pontianak, bold, genuine, bgs., sams basis. lb. .16½- —
mixed, bgs., c.l., same basis..lb. .14 - —
chips, bgs, c.l., same basis..lb. .10¼- —
split, bgs., c.l., same basis. lb. .14½- —
nubs, bgs., c.l., same basis. lb. .12½- —
Dammar, Batavia A, cs., c.l., same basis as copal..lb. .25½- —
A/D, cs., c.l., same basis.lb. .20¾- —
A/E, cs., c.l., same basis.lb. .17¼- —
B, cs., c.l., same basis...lb. .24 - —
C, cs., c.l., same basis...lb. .20¾- —
D, cs., c.l., same basis...lb. .17½- —
dust, cs., c.l., same basis.lb. .06¾- —
E, cs., c.l., same basis...lb. .08½- —
F, cs., c.l., same basis...lb. .07¼- —
Singapore, 1, cs., c.l., same basis..lb. .22 - —
2, cs., c.l., same basis....lb. .16¼- —
3, cs., c.l., same basis....lb. .05¾- —
chips, cs., c.l., same basis.lb. .13½- —
dust., cs., c.l., same basis.lb. .05¾- —
seeds, cs., c.l., same basis.lb. .09½- —
Elemi, cns., c.l., same basis as copal..lb. .09¾- —
Ester, dms., 75,000 lbs., dlvd. lb. .10 - —
c.l., single shipment, dlvd. lb. .10¼- —
l.c.l., dlvd.....lb. .10¾- —
Euphorbium, cs.....lb. .17 - .18
Galbanum, cs.....lb. .95 - 1.00
Gamboge, pipe, cs.....lb. .80 Nom.
powd., bbls.....lb. .85 Nom.
Ghatti, soluble, bgs.....lb. .11 - .15
superior, bgs. .....lb. .09 - .11
Guaiac (see Guaiac resin).
Karaya XXX, bbls., bxs., dms..lb. .27 - .30
XX, bbls., bxs., dms.....lb. .18 - .19
1, bbls., bxs., dms.....lb. .12 - .13
2, bbls., bxs., dms.....lb. .11 - .12
Kauri, brown, XXX, cs., c.l., lb. .60 - —
BX, cs., c.l., same basis..lb. .38 - —
B1, cs., c.l., same basis..lb. .26 - —
B2, cs., c.l., same basis..lb. .24 - —
B3, cs., c.l., same basis..lb. .18½- —
80% chips, cs., c.l., same basis..lb. .13¾- —
pale, XXX, cs., c.l., same basis..lb. .61 - —
1, cs., c.l., same basis..lb. .41 - —
2, cs., c.l., same basis..lb. .24 - —
3, cs., c.l., same basis..lb. .17¾- —
Kino, tins.....lb. 2.00 - 2.10
Mastic, cs., c.l., same basis as copal..lb. .55 - .56
Myrrh, USP, cs.....lb. .36 - .37
Olibanum, siftings, cs.....lb. .07½- .18
tears, cs. .....lb. .13 - .24
Opium (see O)
Rosin (see R)
Sandarac, cks, c.l., same basis as copal..lb. .25 - .26
Scammony, cs. .....lb. 1.10 - 1.15
Senegal, picked, bgs.....lb. .27 - .29
sorts, bgs. .....lb. .13 - .13½
Talha, bgs. .....lb. .07½- .08
Thus, bbls.....280 lbs.12.75 -14.00
Tragacanth, Aleppo, 1, cs....lb. 2.75 - 3.00
2, cs.....lb. 2.40 - 2.45
3, cs.....lb. 2.35 - 2.40
4, cs.....lb. 2.30 - 2.35
5, cs.....lb. 2.25 - 2.30
Flake, bgs.....lb. .50 - 1.00
Yacca, bgs., c.l., same basis as copal..lb. .08½- —
powd., bgs., c.l., same basis.lb. .04½- —
Gypsum, Keene's cement, paper bgs., c.l., f.o.b. Acme, Tex., frt. equald..ton.21.15 - —
Medicine Lodge, Kans., frt. equald..ton.17.00 - —
New Brighton, N. Y., frt. equald..ton.27.15 - —
Southard, Okla., frt. equald..ton.17.00 - —
Sweetwater, Tex., frt. equald..ton.21.15 - —
Plaster of paris, paper bgs., c.l., f.o.b. Acme, Tex., frt. equald..ton.12.50 - —
Blue Rapids, Kans., frt. equald..ton.12.50 - —
New Brighton, N. Y., frt. equald..ton.15.70 - —
Southard, Okla., frt. equald..ton.12.50 - —
Sweetwater, Tex., frt. equald..ton.12.50 - —
Stucco, paper bgs., c.l., f.o.b. Acme, Texas; Blue Rapids, Kans., Fort Dodge, Ia.; Grand Rapids, Mich.; Gypsum, O.; New Brighton, N.Y.; Oakfield, N. Y.; Plasterco, Va.; Southard, Okla.; Sweetwater, Tex., frt. equald, ton. 8.00 - —
Terra alba, dom., paper bgs., c.l., f.o.b. New Brighton, N. Y., Southard, Okla., frt. equald..ton.12.00 - —
import, bxs., ex dock....ton.27.50 - —

H

Hellotropin, cryst., cns.....lb. 1.80 - 2.80
Hellebore, white, root, powd., bbls.lb. .12 - .18
Helonias root, bls.....lb. .70 - .75
Hematine crystals, bbls.....lb. .18 - .84
Hemlock extract, 25% tan., bbls.lb. .03 - .03¼
Hempseed; Manchur, bgs.....lb. .06¼- .06½
Henbane leaves, bls.....lb. .20 - .21
Henna leaves, bls.....lb. .07½- .09
powd., bbls, bxs.....lb. .10 - .11
Heptane, mixed, 77-115°C., dms., c.l., Group 3..gal. .12 - —
l.c.l., Group 3.....gal. .16 - —
tanks, Group 3.....gal. .06½- —
normal, 96-100°., dms., c.l., Group 3..gal. .13 - —
l.c.l., Group 3.....gal. .17 - —
tanks, Group 3.....gal. .10½- —
Hexalin, dms .....lb. .30 - —
Hexane, normal, 60-70° C., dms., c.l., Group 3..gal. .13 - —
l.c.l., Group 3.....gal. .17 - —
tanks, Group 3.....gal. .10½- —
laboratory grade, dms., c.l., Group 3..gal. .16 - —
l.c.l., Group 3.....gal. .25 - —
Hexamethylenetetramine, tech., dms., 1,500 lbs. or more shipments, f.o.b. Perth Amboy or N. Y. C..lb. .35 - —
150 to 1,350 lbs. shipments, same basis..lb. .36 - —
USP, dms., 500 lbs. or more, shipments, same basis, lb. .46 - —
100 to 400 lbs. shipments, same basis..lb. .47 - —
Hexyl acetate, secondary, dms., c.l., frt. pd. E. of Rocky Mts..lb. .13 - —
l.c.l., same terms.....lb. .13½- —
tanks, same terms.....lb. .12 - —
Homatropine hydrobromide, bots., 50 ozs..oz.13.00 - —
25 ozs .....oz.12.50 - —

Hoofmeal—Lead, Red

Hoofmeal, 17-18% ammon., bulk, f.o.b. Chicago..unit-ton. 3.40 - —
Hops, dom., 1936 crop, bls.....lb. .46 - .61
Import., 1936 crop, bls.....lb. .55 - .70
Horehound, bls.....lb. .15 - .16
Hydrangea root, bls.....lb. .12 - .13
Hydrastine, bots., 4 ozs.....oz. 17.25 - —
cns., 16 ozs.....oz. 17.00 - —
Hydrochloride, bots., 4 ozs...oz. 17.25 - —
cns., 16 ozs.....oz. 17.00 - —
Sulphate, bots., 4 ozs.....oz. 19.25 - —
cns., 16 oz.....oz. 19.00 - —
Hydrastis (see Golden seal).
Hydrofuramide, dms., 100 lbs. or more, works..lb. .30 - —
fib. ctns., works.....lb. .40 - —
Hydrogen perexide, USP, bbls.lb. .03½- .04
100 vols., cbys., E. of Miss. R.lb. .20 - —
W. of Miss. R.....lb. .21 - —
Hydroquinone, dealers, bbls., dms..lb. .90 - .94
Hydroxycitronellal, cns.....lb. 2.00 - 2.50
Hyoscine hydrobromide, bots..oz. 18.00 -19.00
Hyoscyamine, bots.....oz. 15.00 - —
Hydrobromide, bots.....oz. 15.00 - —
Sulphate, bots.....oz. 15.00 - —
Hypernic, liq., 51°, bbls.....lb. .16 - .21
solid, bxs.....lb. .18½- .20½

I

Iceland moss, bls.....lb. .12 - .13
Ichthyol, bots.....lb. 4.00 - 4.25
Indian red (see Red, Indian).
Indigo, nat., Bengal, bbls.....lb. 2.40 - —
synth., liq., bbls.....lb. .18½- .19
powd., bbls.....lb. .74½- .85
Indol, CP, bots.....lb. 34.00 -36.00
Insect flowers (see Pyrethrum).
Iodine, crude, jars, 25 lbs.....lb. 1.15 - —
kgs, 150 lbs.....lb. .90 - —
resubl., bots., 5 lbs.....lb. 1.60 - —
jars, 50 lbs.....lb. 1.50 - —
tincture, USP, bbls., 47 gals., gal. 1.55 - —
cbys., 5 gals.....gal. 1.65 - —
mild, bbls., 47 gals.....gal. .80 - —
cbys., 5 gals.....gal. .90 - —
Iodoform, dms., 100 lbs.....lb. 2.75 - —
jrs., 25 lbs.....lb. 3.85 - —
Ionone, bots.....lb. 1.30 - 4.05
Ipecac root, bgs.....lb. 1.30 - 1.35
powd., bxs.....lb. 1.45 - 1.50
Irish moss, ordinary, bls.....lb. .10 - .11
powd., 80-90 mesh, bbls...lb. .24 - .32
prime, bleached, bls.....lb. .19 - .20
Iron acetate, N. F. IV, cbys., 100 lbs..lb. .15 - —
IV, djns., 50 lbs.....lb. .16 - —
Chloride, tech., cryst., bbls., kgs..lb. .05 - .08
USP, cryst., bbls., 500 lbs..lb. .07½- —
kgs., 100 lbs.....lb. .08½- —
solut., USP, cbys., 130 lbs., lb. .06½- —
djns., 50 lbs.....lb. .16 - —
Citrate, USP VIII, pearls, cns., lb. .72 - .75
powd., cns.....lb. .84 - .87
scales, cns.....lb. .77 - .80
Glycerophosphate, bbls., kgs., 1,000 lb. lots..lb. 2.87 - —
smaller lots.....lb. 2.97 - —
cns., 25 lbs.....lb. 3.09 - —
Hypophosphite, cns.....lb. 1.55 - 1.60
Iodide, bots.....lb. 2.85 - 3.00
syrup, djns.....lb. .37 - .38
bots.....lb. .52 - —
Nitrate, coml., kgs.....lb. .02½- .03
Iron, oxalate, powd., kgs.....lb. .47 - —
cns.....lb. .42 - —
scales, cns.....lb. .33 - .35
Oxide (see Black, Red, etc.).
Phosphate, ferric, pearls, cns., 50 lbs..lb. .54 - —
25 lbs.....lb. .57 - —
scales, cns., 50 lbs.....lb. .59 - —
25 lbs.....lb. .62 - —
Ferrous, bbls., 200 lbs.....lb. .35 - —
bxs., 25 lbs.....lb. .40 - —
kgs., 100 lbs.....lb. .37 - —
Pyrophosphate, pearls, cns...lb. .59 - .62
scales, cns.....lb. .64 - .67
Reduced, 90%, cs.....lb. .60 - .65
Sulphate, tech. (see Copperas and ferric sulphate).
USP, cryst., bbls., 275 lbs. lb. .04½- —
dms., 100 lbs.....lb. .06½- —
Iron-ammonia citrate, brown, gran., cns..lb. .37 - .40
pearls, cns.....lb. .37 - .40
scales, cns.....lb. .47 - .50
green, gran., cns.....lb. .37 - .40
pearls, cns.....lb. .37 - .40
scales, cns.....lb. .47 - .50
Oxalate, bxs.....lb. .31 - —
fib., dms.....lb. .24½- —
kgs.....lb. .26½- —
Iron-potash oxalate, bbls.....lb. .42 - —
kgs.....lb. .44 - —
jars.....lb. .48 - —
Iron-soda oxalate, bxs.....lb. .31 - —
fib., dms.....lb. .24½- —
kgs.....lb. .26½- —
Isobutyl carbinol (see Carbinol).
Isopentane, dms., works.....lb. .48 - —
small lots, works.....lb. .58 - —
Isopropanol. see Alcohol, isopropyl.
Isopropyl acetate, dms., c.l., frt. pd. E. of Rocky Mts..lb. .07½- —
l.c.l., same terms.....lb. .08 - —
tanks, same terms.....lb. .06½- —
Alcohol (see Alcohol).
Ether, dms., c.l., works, frt. alld. E. of Miss R..lb. .07 - —
l.c.l.....lb. .08 - —
tanks.....lb. .06 - —

J

Jaborandi leaves, bls.....lb. .14 - .15
Jalap root, NF, bls.....lb. .17 - .19
powd., bbls., bxs.....lb. .20 - .21
Juniper berries, bgs.....lb. .06½- .06

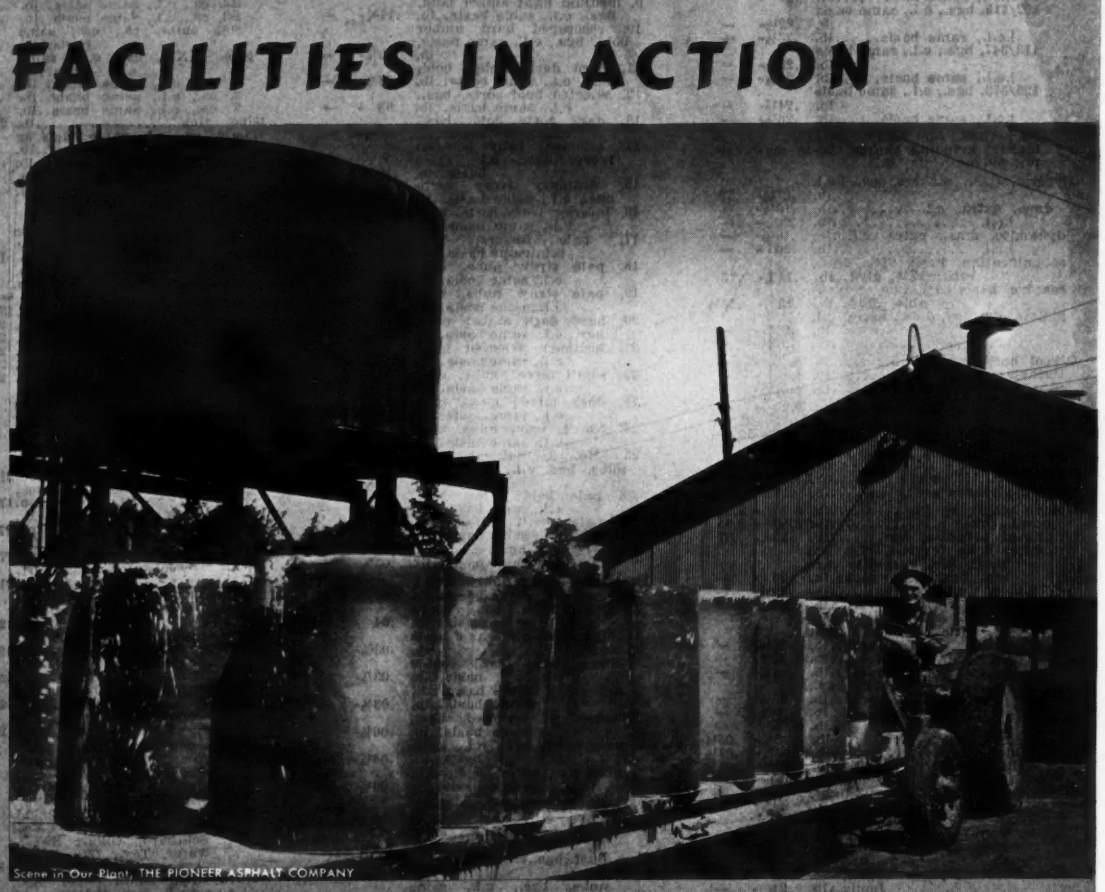
K

Kamala, tins.....lb. .37 - .38
Kava kava root, bls.....lb. .15 - .16
Kerosene, at refinery:—
Bayonne, 41-43 w.w., tanks.gal. .06¼- —
Gulf ports, p.w., bulk, export., gal. .05½- .05¼
w.w., bulk..gal. .05¼- .05⅝
Louisiana - Arkansas, 41-43 w.w., bulk..gal. .04½- .04¾
Oklahoma-Texas, 41-43 w.w., tanks..gal. .04 - .04⅛
42-44 w.w., tanks.....gal. .04½- .04⅝
Pennsylvania, 45 w.w., tanks, gal. .05¼- —
46 w.w., tanks.....gal. .05⅝- —
47 w.w., tanks.....gal. .05½- —
Kerosene, tankwagon:—
Atlanta.....gal. .12 - —
Boston.....gal. .06½- —
Chicago.....gal. .10¼ - —
Cincinnati.....gal. .13½- —
Denver.....gal. .11½- —
Louisville.....gal. .10½- —
Minneapolis.....gal. .10½- —
New Orleans.....gal. .13 - —
New York.....gal. .09 - —
San Francisco.....gal. .11½- —
Kerosene distillate (see Oil, furnace).
Kieserite, calc., 96-98% $MgSO_4$, bgs., c.l., ex vessel Atlantic, Gulf ports, duty pd..ton. No prices
Kola nuts, bgs.....lb. .08 - .09

L

Lady slipper root, bls.....lb. .55 - .60
Lanolin (see Adeps lanae).
Lard, city, tubs.....100 lbs. 11.00 -11.25
Middlewestern, trcs...100 lbs. 10.35 Nom.
Neutral, trcs.....100 lbs. 12.00 -12.25
Western, choice, trcs..100 lbs. 10.35 Nom.
Compound, trcs.....100 lbs. 10.25 -10.35
Larkspur seed, bgs.....lb. .35 - .38
Laurel berries, bls.....lb. .09 - .10
Leaves, Ital., bls.....lb. .05¼- .05⅝
Lavender flowers, ordinary, bls.lb. .35 - .40
select, bls.....lb. .50 - .55
Lead acetate, white, broken, bbls..lb. .12 - —
cryst., bbls.....lb. .12 - —
gran., bbls.....lb. .12¾- —
powd., bbls.....lb. .12¾- —
Arsenate, dms., dealers, E. of Rockies..lb. .13 - —
W. of Rockies.....lb. .11½- —
l.c.l., bgs, dealers, E. of Rockies..lb. .13½- —
W. of Rockies.....lb. .12½- —
Lead arsenate prices are works or whse. basis, frt. alld. to dest. in lots of 96 lbs. or over; no frt. or truck allowance for works or whse. pick-ups.
Blue, basic sulphate, bbls., c.l., dlvd., E..lb. .07 - —
dlvd. Ariz., Cal., Col., Idaho, Mont., Nev., N. M., Ore., Utah, Wash., Wyo.....lb. .07¼- —
l.c.l., dlvd., E.....lb. .07¼- —
dlvd. Ariz., Cal., Col., Idaho, Mont., Nev., N. M., Ore., Utah, Wash., Wyo.....lb. .07½- —
Carbonate (see Lead, white)
Chloride, pure, bots., 5 lbs..lb. .62 - —
fib. dms., 25 lbs.....lb. .49 - —
Iodide, N. F., V., powd., bots., 5 lbs..lb. 2.52 - —
jars.....lb. 2.40 - —
Linoleate, pale, precip., dms., lb. .19 - —
Metal (see daily quotations in market report)
Metallic, paste, 200-lb. cont., f.o.b. works..lb. .22½- —
5 lb. cont., f.o.b. works..lb. .25½- —
Nitrate, bbls.....lb. .11 - .11⅛
Oleate, bbls.....lb. .18½- .20
Peroxide, cns., works.....lb. .40 - .47
Red, dry, 95% or less, Pb_3O_4, bbls., c.l., (20 tons), dlvd., Ala., Ariz., Ark., Colo., Fla., Ga., Idaho, La., Miss., Mont., Nev., N. Mex., Okla., Tex., Utah, Wyo., and E. of Cascade Mts. in Ore. and Wash..lb. .07¾- —
other points.....lb. .07½- —
l.c.l., 5 tons, dlvd., Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex. and W. of Cascade Mts. in Ore. and Wash..lb. .08½- —
dlvd., Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore. and Wash.lb. .09 - —
Colo., Mont., N. Mex., Wyo.....lb. .08¾- —
other points.....lb. .08¼- —
smaller lots, dlvd., Ala., etc..lb. .09 - —
Ariz., etc.....lb. .09½- —
Colo., etc.....lb. .09¼- —
other points.....lb. .08¾- —
97%, Pb_3O_4, bbls., c.l., etc., tons) dlvd., Ala., etc., lb. .08 - —
other points....lb. .07¾- —
l.c.l., 5 tons, dlvd., Ala., etc..lb. .08¾- —
Ariz., etc.....lb. .09¼- —
Colo., etc.....lb. .09 - —
other points.....lb. .08½- —
smaller lots dlvd., Ala., etc..lb. .09¼- —
Ariz.....lb. .09¾- —
Colo.....lb. .09½- —
other points.....lb. .09 - —
98%, Pb_3O_4, bbls., c.l., (20 tons), dlvd., Ala., etc..lb. .08¼- —
other points.....lb. .08 - —
l.c.l., 5 tons, dlvd., Ala., etc..lb. .09 - —
Ariz., etc.....lb. .09½- —
Colo., etc.....lb. .09¼- —
other points.....lb. .08¾- —

FACILITIES IN ACTION



Scene in Our Plant, THE PIONEER ASPHALT COMPANY

WITH demands for deliveries mounting and speed the keynote of production, your choice of raw materials becomes increasingly important. What are your needs? Let Witco know them and our complete facilities for quick service will be set in action to give you prompt delivery and full cooperation in the use of our up-to-the-minute line of chemicals, oils, pigments and allied products.

WITCO CARBON BLACKS are made to meet individual requirements and to satisfy the most exacting demands for quality.

WITCO TITANIUM DIOXIDE sets a new standard of fineness, ease of grinding and uniformly neutral white color.

WITCO STEARITE is steadily growing in popularity because of its higher uniformity and greater economy.

WITCO D. P. G. is produced to meet the most rigid requirements of critical users.

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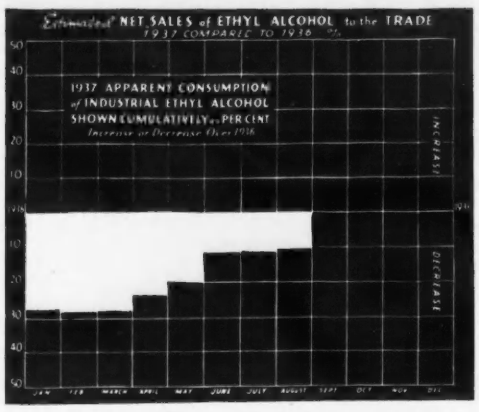
Prepared Monthly by the U. S. Industrial Alcohol Co.

ALCOHOL NEWS

November ★ A Monthly Series of Technical Articles for Chemists and Executives ★ 1937


Estimated NET SALES of ETHYL ALCOHOL to the TRADE
1937 COMPARED TO 1936
1937 APPARENT CONSUMPTION of INDUSTRIAL ETHYL ALCOHOL SHOWN CUMULATIVELY in PER CENT
Increase or Decrease Over 1936
INCREASE
DECREASE

Apparent consumption of industrial ethyl alcohol from Jan. 1 to August 31, 1937, was 33,757,000 wine gallons. This is 11.0 per cent less than during the same period in 1936 when 38,034,000 wine gallons were consumed

Revoke S.D. Formulas 1-A, 15, 44-A; Effective Jan. 1

WASHINGTON, D. C. — Specially denatured alcohol formulas 1-A, 15, and 44-A will be revoked, effective January 1, 1938, it has been announced by Deputy Commissioner of Internal Revenue, Stewart Berkshire.

This move is understood to be in harmony with the department's efforts to reduce the number of specially denatured alcohol formulas and simplify the denatured alcohol structure.

A survey of the trade is reported to have revealed that the above formulas are used very little and that their purpose is adequately served by other approved formulas.

Alter Mode of Preparing Solutions of Gum Karaya

NEW YORK, N. Y.—A process for making gum karaya solutions which, it is claimed, eliminates the need for prepared or patented gum compounds has been developed by the chemists of a leading gum importer in this city.

This process is divided by the chemists into three steps—preparing a base solution, treating the gum and adding preservatives, color, perfumes, etc.

The base solution is made, according to the chemists, by dissolving 9.2 grams of potassium hydroxide (100% basis) in 15 cc. of water and adding 85 cc. of ethyl alcohol. (Denatured alcohol containing denaturants which will combine with the potassium hydroxide should not be used, they point out.)

Twenty-eight grams of previously untreated gum karaya is mixed with 30 cc. of ethyl alcohol after which 30 cc. of the base solution, as prepared above, is added. The whole should be mixed and allowed to stand until tests with phenolphthalein paper show no free alkalinity.

As a final step, the solution is diluted with water to the desired concentration and preservative, color, perfumes, etc., added.

Acetylene can be used to stimulate the fruiting of pineapple plants, it was reported recently. Either a mixture of acetylene and air or a saturated water solution of the gas has this effect, according to the report

Chemists Report Diethyl Carbonate In New Process for Dye Synthesis

Claim Hitherto Unknown Reaction for Making Crystal Violet And Other Dyes Eliminates Need for Costly Chemicals

What is to many chemists still an unusual organic chemical, Diethyl Carbonate, a product which has for some time been manufactured exclusively in this country by the U. S. Industrial Chemical Co., Inc., has recently shown signs of increasing usefulness.

One of its first known applications was in the production of a highly specialized lacquer, used for coating radio tube elements. In this case, the comparatively high cost of the chemical in relation to other solvents was compensated for by its absence of acidity and because its dissociation products are entirely inert.

A recent review of the scientific literature has brought to light a totally new application of Diethyl Carbonate, in which the carbonate structure, and not the solvent power, of the product plays the important part. Briefly, interesting possibilities seem to lie in the synthesis of triphenyl methane dyes.

Previous Methods Expensive

Declaring that they have utilized a "hitherto-unknown reaction to condense the halides of certain N-di-substituted amino aryl compounds with compounds containing the carbonyl group," Avery A. Morton, Waterton, and Joseph R. Stevens, Cambridge, Mass., claim in U. S. Patent 2,029,830 a simple and inexpensive method for preparing dyes, of which malachite green and crystal violet are examples.

Previous methods of preparing these dyes, it is pointed out, have a disadvantage either in the expense of the ingredients or in the difficulty of carrying out the reaction.

As an example of their method, the inventors state that they first make a halide deriva-

Continued on next page)

Green Wrappers Valuable As Rancidity Retardant

COLUMBUS, Ohio — Rancidity of food products can be retarded by packaging in green wrappers, experiments conducted by the Ohio State University Research Foundation indicate. Samples wrapped in certain green wrappers kept free from rancidity longer than the same products in different colored wrappers, a report states.

"It was found that the shade of green most effective is penetrated by light waves of 4900 to 5800 angstrom units," the report continues. "This shade approximates chlorophyl or grass green.

"Oils and fats absorb wave lengths of light in the ultra-violet and blue ends of the spectrum and to a slighter degree, those at the red end. It is probable that the absorption of these wave lengths causes the vegetable and animal fats to become rancid."

Don't Miss the U. S. I. Exhibit at Booth 90

EXPOSITION OF CHEMICAL INDUSTRIES

Grand Central Palace, New York

December 6 to 11, 1937

Packing Display Kits for Super Pyro Dealers

SEVERAL LARGE BUILDINGS are required to pack and ship the 100,000 advertising display kits for Super Pyro dealers. Shown above is a typical scene in the building devoted to assembly of DeLuxe Kits. Note metal Pyrograph sign in foreground, feature of the DeLuxe Kit. *John Igelstroem Co., Massilon, Ohio*

ADVERTISEMENT—*This entire page is a paid advertisement.*

November ★ **ALCOHOL NEWS** ★ 1937

Bactericidal Effect Of Essential Oils Is Prolonged By Blending

Mixing two essential oils of different volatility lengthens their antiseptic value from a matter of days (when the oils are used separately) to about four years (when combined). This was reported by J. Risler in the Comptes Rendu (1936, 203, p. 517). Pointing to the preservation of the Egyptian mummies as a practical example of this long-term bactericidal effect of essential oils, the author presents some apparently new data.

Coins New Word

Risler calls a substance able to prolong the duration of this antiseptic value an *abiotoxine*. He suggests that when oils and aromatics are mixed, compound "abiotoxines" are formed, more powerful than simple "abiotoxines" which he believes to be present in individual oils. These compounds are thought to reduce the vapor pressure of the oils. Fixation, then, prolongs the long-term antiseptic values. In addition, the author claims that mixing essential oils greatly enhances their immediate bactericidal effect.

Commenting on the article, the *Manufacturing Chemist* (Vol. 7, p. 404) remarks, "Such results as Risler has presented seem to require confirmation. However, one is on sure ground in thinking that resins do add to the antiseptic value of essential oils. Risler is throwing a biological missile into the hitherto quiet chemical pond, and it look as though ordinary chemical theory will not be adequate to resist the impact of his biological results."

Chlorides Used To Disperse Titanium Oxide In Alcohols

WASHINGTON, D. C.—Methods of dispersing titanium dioxide in alcohols by means of small amounts of acid-reacting halides (aluminum chloride, titanum tetrachloride, ferric chloride and others) are described in a patent which has just been granted here.

Equally applicable to primary, secondary or tertiary alcohols—according to the patentee—the methods are advanced as being particularly suitable for alcohols such as methyl, ethyl, isopropyl, etc.

As a typical example, 50 grams of aluminum chloride, 10 kilograms of ethyl alcohol and 20 kilograms of titanum oxide are milled together in a ball mill for about an hour. Suspensions made from this paste or according to other methods outlined, it is declared, settle out slowly over a long period of time and are easily shaken into suspension again.

It is pointed out that these and similar suspensions are well adapted to the manufacture of inks, shoe-polish and other materials where quick-drying, non-aqueous suspensions are demanded.

Claim Pectin Effective In Sols Stabilization

Copper can be dispersed in water, with the aid of pectin, to give clear, bright red, stable sols, according to "Research and Invention" of the Ohio State University Research Foundation. Silver and other metals can be similarly dispersed, the report continues, by means of the pectin preparations obtained from apples and citrus fruits. Stability of the pectin solution to heat is surprising, it is said. A heat treatment sufficiently severe to cause noticeable degradation of the pectin actually increases its efficiency as a protective colloid.

Diethyl Carbonate In Dye Synthesis Process

(*Continued from previous page*)

tive of the di-substituted amino group, such as parabromdimethylaniline.

The preparation of crystal violet, according to the patent, is as follows: Three parts of sodium is placed in 100 parts of dry benzene, to which there is added a mixture of three parts diethyl carbonate and ten parts of parabromdimethylaniline.

This, Morton and Stevens continue, is preferably heated in a refluxing apparatus until all of the sodium has reacted. The mixture is then decomposed by the addition of water, after which the benzene is evaporated. The solid residue remaining is filtered off and converted to crystal violet by treatment with dilute hydrochloric acid.

Other Carbonyl Compounds

By this method the inventors claim they easily obtain a yield of more than 30 per cent. Another factor which, they point out, contributes to the economy of the method lies in the fact that their reaction employs a molecular ratio of three parts of the halide compound to one of the carbonyl compounds.

In addition to diethyl carbonate, other carbonyl compounds such as diethyl oxalate, diethyl phthalate and chlorethyl formate (ethyl chlorcarbonate) [Ed. note: All manufactured by U.S.I.] may be used to prepare other dyes with similar substantial reductions in costs, according to the patentees.

Name Kennedy, Grigsby and Connell To New Posts in Alcohol Tax Unit

NEW YORK, N. Y.—Effective September 16, 1937, Mr. W. H. Kennedy was appointed to the position of Assistant Deputy Commissioner, (Permissive), of the Alcohol Tax Unit, Bureau of Internal Revenue; Mr. E. G. Grigsby was made Technical Advisor to Deputy Commissioner Berkshire; and Mr. L. B Connell was made Supervisor at St. Paul.

TECHNICAL DEVELOPMENTS

Further information on these items may be obtained by writing to U.S.I.

A new milky solution producer is said to be a harmless colloidally dispersed solid in such a fine state of division that it suspends in the material in which it is used. The manufacturer recommends it for permanent wave lotions and soft drinks where a cloud is desirable. **(No. 31a)**

U S I

Myristic Acid said to be a higher grade than previously available, 95 percent pure, is now on the market in the form of light yellow crystals. The manufacturer recommends it for making shampoos and shaving creams since, he claims, more lather is produced and the soap has a greater detergent quality **(No. 32a)**

U S I

A new cachet and filling machine, said to be the first device of its kind, has a capacity of 3,000 cachets per hour, according to the manufacturer. A special metal alloy is used for all parts that come into contact with the drug product being filled, it is reported. **(No. 33a)**

U S I

A new acidimetry and alkalinity indicator, claimed to be extremely sensitive for titrations or for pH work, is now on the market. It has a wide range of color gradations in the pH range of 4.5 to 7.5 with a neutral point at about 6.6, according to the manufacturer. **(No. 34a)**

U S I

Chlorine-type germicides and disinfectants are easily sprayed about lavatory floors, shower stalls, food plants, etc., with a new mixing device attachable to any water hose, according to a recent report. The device mixes, dilutes and sprays exact quantities, it is stated. **(No. 35a)**

U S I

Cosmetic pigment for lipstick which will give blood red shades without resorting to mixtures was announced recently. The manufacturer states that the pigment is free from arsenic, lead and other objectionable impurities. **(No. 36a)**

U S I

A new two-stage colloid mill has a higher rotor speed than other colloid mills, according to the manufacturer. Both sides of the rotor are used, and the whole mill is water-jacketed. It is reported as especially adapted to the preparation of emulsions, creams, ointments, etc. **(No. 37a)**

U S I

A new sealing material for oil leaks is said to be acid-, alkali-, oil and heat resistant. It is applied, according to the manufacturer, as a polymerized resinous material, chemically reacted to an insoluble stage at the point of application, without the use of heat, pressure or solvents. **(No. 38a)**

U S I

Oil vetiver, described as a distillate of selected roots, has been introduced in an extra fine grade, according to a recent announcement. The manufacturer points out that the new oil is suitable for imparting a woody note to many perfume compositions. **(No. 39a)**

U S I

A new synthetic wax, said to be similar in some of its properties to carnauba is on the market. It is lower in acid number, saponification value and iodine number and is available in shades from gray to white with melting points from 75 to 88 deg. C., the manufacturer states. **(No. 40a)**

U.S. INDUSTRIAL ALCOHOL CO.

WORLD'S LARGEST PRODUCERS OF INDUSTRIAL ALCOHOL

ETHYL ALCOHOL

SPECIALLY DENATURED-*All Formulas* • COMPLETELY DENATURED-*All Formulas* • ANHYDROUS-*Denatured* • ABSOLUTE-*Pure*

SOLOX-*The General Solvent* • U. S. I. DENATURED ALCOHOL • SUPER PYRO *Anti-Freeze*

PURE (190 PROOF) TAX PAID—TAX FREE

U. S. I.—U. S. P.-*Ethyl* • WEBB'S-*Ethyl*

Executive Offices: 60 East 42nd Street, New York, N. Y. Branches in all Principal Cities.

Lead, red, dry, 98%, Pb_3O_4, bbls., l.c.l., smaller lots, dlvd., Ala., etc.	lb.	.06½	—
Ariz., etc.	lb.	.10	—
Colo., etc.	lb.	.09½	—
other points	lb.	.09	—
in oil, 100-lb. kgs., agents.	lb.	.11¾	—
Resinate, fused, 16%, bbls.	lb.	.09½	—
pale, bbls.	lb.	.11½	—
precip., bbls.	lb.	.16½	—
Stearate, bbls.	lb.	.22	.23
Sulphate (see Lead, white, basic sulphate).			
Titanate, bbls., c.l., f.o.b. works, frt. alld.	lb.	.12	—
l.c.l., 5 tons, one delvy, dlvd.,	lb.	.12¼	—
smaller lots.	lb.	.12½	—
White, dry, basic carbonate, bbls., c.l., dlvd. Ariz., Cal., Colo., Idaho, Mont., Nev., N. Mex., Ore., Utah, Wash. and Wyo.	lb.	.07¾	—
other points	lb.	.07½	—
l.c.l. dlvd. Ariz., etc.	lb.	.08	—
other points	lb.	.07¾	—
basic sulphate, bbls., c.l., dlvd. Ariz., etc.	lb.	.07¼	—
other points.	lb.	.07	—
l.c.l., dlvd. Ariz., etc.	lb.	.07½	—
other points.	lb.	.07¼	—
in oil, 100-lb. kgs., consumers.	lb.	.12¾	—
dealers	lb.	.10½	—
painters	lb.	.11½	—
Lemon peel, bls.	lb.	.10	.11
Licorice extract, mass, cs.	lb.	.17	.18
powd., bbls	lb.	.27	.28
Root, bls.	lb.	.04½	.05
powd., bbls., bxs.	lb.	.07	.08
select, bndls., cs.	lb.	.17	.18
Lime, chemical (quicklime), lump or pebble, bulk, f.o.b. Bellefonte, Pa.	ton.	7.00	—
Berkley, W. Va.	ton.	7.00	—
California, northern	ton.	11.80	—
southern	ton.	11.45	—
Cedar Hollow, Pa.	ton.	8.00	—
Chicago	ton.	7.25	—
Crab Orchard, Tenn.	ton.	6.25	—
Dallas, Texas.	ton.	8.50	—
Durbin, Ohio	ton.	6.50	—
Eagle Mountain, Va.	ton.	6.25	—
Easton, La.	ton.	7.00	—
Farnams, Mass.	ton.	7.50	—
Gibsonburg, Ohio.	ton.	7.00	—
Hannibal, Mo.	ton.	6.50	—
Keystone, Ala.	ton.	7.00	—
Knoxville, Tenn.	ton.	6.25	—
Leroy, Minn.	ton.	8.00	—
Limedale, Ark.	ton.	7.00	—
Longview, Ala.	ton.	6.25	—
Marble Cliff, Ohio.	ton.	6.50	—
Marblehead, Ohio.	ton.	7.00	—
Martinsburg, W. Va.	ton.	7.00	—
Menominee, Mich.	ton.	7.50	—
Mitchell, Ind.	ton.	6.50	—
Newala, Ala.	ton.	6.25	—
Petosky, Mich.	ton.	8.00	—
Port Island, Mich.	ton.	7.50	—
Rippiemead, Va.	ton.	6.25	—
Riverton, Va.	ton.	6.25	—
Scioto, Ohio.	ton.	6.00	—
Sheboygan, Wis.	ton.	7.00	—
Sherwood, Wis.	ton.	7.50	—
Springfield, Mo.	ton.	7.00	—
Woodville, Ohio.	ton.	7.00	—
hyrated, paper bags, f.o.b. Bellefonte, Pa.	ton.	8.50	—
Berkley, W. Va.	ton.	8.50	—
Buffalo	ton.	10.00	—
California, northern.	ton.	15.30	—
southern	ton.	13.95	—
Cedar Hollow, Pa.	ton.	8.50	—
Chicago	ton.	9.50	—
Crab Orchard, Tenn.	ton.	9.00	—
Dallas, Tex.	ton.	12.00	—
Durbin, Ohio	ton.	8.00	—
Eagle Mountain, Va.	ton.	8.50	—
Easton, La.	ton.	9.00	—
Farnams, Mass.	ton.	9.00	—
Gibsonburg, Ohio.	ton.	8.50	—
Hannibal, Mo.	ton.	8.50	—
Keystone, Ala.	ton.	9.00	—
Knoxville, Tenn.	ton.	9.00	—
Limedale, Ark.	ton.	9.00	—
Longview, Ala.	ton.	9.00	—
Louisville, Ky.	ton.	14.50	—
Marble Cliff, Ohio.	ton.	8.00	—
Marblehead, Ohio.	ton.	9.00	—
Martinsburg, W. Va.	ton.	8.50	—
Milltown, Ind.	ton.	12.50	—
Mitchell, Ind.	ton.	9.00	—
Newala, Ala.	ton.	9.00	—
Pelham, Ala.	ton.	9.00	—
Petoisky, Mich.	ton.	9.00	—
Port Island, Mich.	ton.	9.00	—
Rapid City, S. D.	ton.	12.00	—
Ripplemead, Va.	ton.	8.00	—
Riverton, Va.	ton.	9.00	—
Scioto, Ohio.	ton.	8.00	—
Sherwood, Wis.	ton.	9.00	—
Siluria, Ala.	ton.	9.00	—
Springfield, Mo.	ton.	9.00	—
Woodville, Ohio.	ton.	8.50	—
spray, paper bgs., f.o.b. Bellefonte, Pa.	ton.	9.00	—
Durbin, Ohio	ton.	9.00	—
Farnams, Mass.	ton.	9.00	—
Gibsonburg, Ohio.	ton.	11.00	—
Marble Cliff, Ohio.	ton.	11.00	—
Marblehead, Ohio.	ton.	11.00	—
Mitchell, Ind.	ton.	9.00	—
Scioto, Ohio	ton.	9.00	—
Sherwood, Wis.	ton.	9.00	—
Woodville, Ohio.	ton.	11.00	—
Lime salts (see Calcium)			
Lime-sulphur, dry, dealers, bgs., c.l., E. of and incl. N. Dak., S. Dak., Neb., Kan., Okla., Tex.	lb.	.07½	.08½
dms., same basis.	lb.	.10½	—
400 lbs., or more, bgs., same basis.	lb.	.07¾	.08¾
dms., same basis.	lb.	.11	—
less than 400 lbs., same basis, lb.		.08½	.09½
dms., same basis.	lb.	.12	—
solution, dms., consumer, c.l., works, fr't all'd.	gal.	.13½	.14½
dealer, fr't all'd.	gal.	.13	.16
l.c.l., consumer, fr't all'd, gal.		.15	.18
dealer, fr't all'd.	gal.	.14	.17
tanks, consumer, dlvd.	gal.	.11½	—
dealer, dlvd.	gal.	.11	—
Pacific Coast, tanks, f.o.b. Richmond or San Jose, Calif.	gal.	.10	—
53-gal. dms., same basis, gal.		.13	—
53-gal. dms., ex whse., gal.		.15	—
Linalool, cns.	lb.	1.90	2.10
Linalyl acetate, cns., 25 lbs.	lb.	1.70	2.45
Linden flowers, with leaves, bls.	lb.	.18	.19
without leaves, bls.	lb.	.20	.21
Linseed cake, bgs., export	ton.	30.50	31.00
Meal, 32%, dom., bgs.	ton.	40.50	41.00
Litharge, com'l, powd., bbls., 20-tons dlvd. Ala., Ariz., Ark., Colo., Fla., Ga., Idaho, La., Miss., Mont., Nev., N. Mex., Okla., Tex., Utah, Wyo. and E. of Cascade Mts. in Ore. and Wash.	lb.	.06¾	—
other points	lb.	.06½	—
Litharge, com'l, powd., bbls., 6 tons, dlvd. Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex. and W. of Cascade Mts. in Ore. and Wash.	lb.	.07½	—
Ariz., Idaho, Nev., Utah, and E. of Cascade Mts. in Ore. and Wash.	lb.	.08	—
Colo., Mont., N. Mex., Wyo.	lb.	.07¾	—
other points	lb.	.07¼	—
smaller lots, dlvd., Ala., etc.	lb.	.08	—
Ariz., etc.	lb.	.08½	—
Colo., etc.	lb.	.08¼	—
other points	lb.	.07¾	—
Lithium bromide, 100 lbs., works, frt. equal'd.	lb.	1.90	—
50 lbs., works	lb.	1.93	—
25 lbs., works	lb.	1.95	—
Carbonate, bbls., 250 lbs.	lb.	1.25	—
kgs., 100 lbs.	lb.	1.30	—
Chloride, jars, 25 lbs.	lb.	1.65	1.70
Citrate, bbls., 250 lbs.	lb.	1.40	—
fib. dms., 25 lbs.	lb.	1.45	—
kgs., 100 lbs.	lb.	1.40	—
Iodide, bots., 5 lbs.	lb.	4.85	—
jars, 25 lbs.	lb.	4.70	—
Fluoride, bbls.	lb.	2.10	2.25
Lithopone, dom., high-strength, bgs., 20 tons, dlvd. E. or ex whse. (Pac. Cst.	lb.	.05⅞	—
smaller lots, same basis.	lb.	.06½	—
bbls., 20 tons, same basis, lb.		.06½	—
smaller lots, same basis.	lb.	.06⅝	—
ordinary, bgs., 20 tons, same basis.	lb.	.04⅝	—
smaller lots, same basis.	lb.	.04⅝	—
bbls., 20 tons, same basis, lb.		.04⅝	—
smaller lots, same basis.	lb.	.04⅞	—
Lithopone, dom., titanated, bgs., 20 tons, same basis.	lb.	.05⅞	—
smaller lots, same basis.	lb.	.06½	—
bbls., 20 tons, same basis, lb.		.06½	—
smaller lots, same basis.	lb.	.06⅝	—
Liverwort leaves, bls.	lb.	.18	.19
Lobelia herb, bls.	lb.	.13	.15
Seed, bgs.	lb.	.35	.36
Logwood extract, cryst., bbls.	lb.	.18	.22
liquid, 51°, bbls.	lb.	.09½	.11¼
solid bxs.	lb.	.15	.19
Sticks, Haitian, shipt.	ton.	24.00	25.00
Lovage root, dom., bls.	lb.	.55	.65
import, bls.	lb.	.85	.87
Lupulin, N E., tins	lb.	1.75	2.00
Lycopodium, cs.	lb.	1.30	1.35

M

Mace, Banda, cs.	lb.	.57	.58
Batavia, cs.	lb.	.48	.49
Siauw, 1, cs.	lb.	.53	.54
Madder, Dutch, bgs.	lb.	.22	.25
Magnesia arsenate, cs., dms.	lb.	.18	.20
Calcined, dom., four-hour, including activator, ctns., 10,000 lbs. or over, f.o.b. Plymouth Meeting, Pa., frt. alld. to Balto., Bost., N. Y., Phila.	lb.	.27	—
1,000-10,000 lbs., same basis.	lb.	.29½	—
less than 1,000 lbs., same basis.	lb.	.30	—
tech., heavy, bbls., f.o.b. Plymouth Meeting, Pa., frt. alld. to Balto., Bost., N. Y., Phila.	lb.	.23	—
1-lb. pkgs., same basis.	lb.	.38	—

Lead, Red—Magnesia

Magnesia, calcined, tech., light, bbls., same basis.	lb.	.23	—
1-lb. tins, same basis.	lb.	.33	—
USP, heavy, bbls., same basis.	lb.	.30	—
1-lb. pkgs., same basis.	lb.	.40	—
Magnesia, calcined, special, bbls., same basis.	lb.	.27	—
super light, bbls., same basis.	lb.	.30	—
calcined, USP, import., heavy, pharm., bbls.	lb.	.50	—
light, extra, bbls.	lb.	.30	.40
standard, bbls.	lb.	.30	—
Carbonate, tech., Zone 1, bgs., c.l.	lb.	.06¼	—
l.c.l.	lb.	.07	—
bbls., c.l.	lb.	.07½	—
l.c.l.	lb.	.08	—
kgs., c.l.	lb.	.06¾	—
l.c.l.	lb.	.09½	—
Zone 2, bgs., c.l.	lb.	.06	—
l.c.l.	lb.	.06½	—
bbls., c.l.	lb.	.07	—
l.c.l.	lb.	.07¼	—
kgs., c.l.	lb.	.06½	—
l.c.l.	lb.	.09	—
USP, Zone 1, bbls., c.l.	lb.	.06¼	—
l.c.l.	lb.	.09	—
kgs., c.l.	lb.	.09¾	—
l.c.l.	lb.	.10½	—
Zone 2, works, bbls., c.l.	lb.	.06	—
l.c.l.	lb.	.08½	—
kgs., c.l.	lb.	.09½	—
l.c.l.	lb.	.10	—

Zone 1:—Mass., Conn., R. I., N. Y., N. J., Pa., Del., and Md. C.l. shipm'ts, full fr't alld. up to, but not exceeding 25c. per 100 lbs., actually paid by customers. On l.c.l. shipm'ts., frt. alld., including dlvd. store-door. Zone 2:—Balance of U. S.

ST. JOE ZINC OXIDE

POINTS OF SUPERIORITY

- Greater ease of incorporation in vehicle
- Higher chemical purity
- Greater smoothness and cleanliness
- Superior color and brightness
- GREATER UNIFORMITY

LEAD FREE . . . . AMERICAN PROCESS

Produced by Our Patented Electro-Thermic Process

ST. JOSEPH LEAD COMPANY

250 PARK AVENUE NEW YORK

PLANT AND LABORATORY, JOSEPHTOWN, BEAVER COUNTY, PA.

Magnesia Chlor—Metronite

Magnesia chloride, flake, dom., bbls., works..ton.39.00 -42.00
Hypophosphite, cns., 100 lbs.lb. 1.45 - —
25 lbs.....lb. 1.50 - —
Oxide (see Calcined).
Palmitate, bbls.....lb. .33 Nom.
Peroxide, 15%, dms., works.lb. 1.00 - 1.95
Silicate (see Talc)
Silicofluoride, bbls.....lb. .09½- .10½
Magnesia, stearate, bbls., ctns. c.l..lb. .21 - —
1 ton .....lb. .22 - —
1,000-2,000 lbs. .....lb. .23 - —
smaller lots .....lb. .24 - —
Sulphate (see Epsom salt)
Magnesite, cal., import. bbls.ton.60.00 -65.00
dead-burned, dom., bulk, c.l., f.o.b. Chewelah, Wash....ton.25.00 - —
Malva flowers, black, bls....lb. .40 - .42
Blue, bls. .....lb. .45 - .50
Leaves, bls.....lb. .12 - .13
Manaca root, bls.....lb. .20 - .21
Mandrake root, bls.....lb. .17 - .18
Manganese acetate, dms.....lb. .26½- —
Arsenate, bgs.....lb. .12 - .12½
Borate, tech., bbls.....lb. .15 - .16
Carbonate, bbls.....lb. .21 - .22
Chloride, bbls.....lb. .09 - —
Dioxide, Caucasian, 85-90%, bbls., c.l., works..ton.66.50 - —
l.c.l., 5 tons, works..ton.69.50 - —
smaller lots, works.ton.74.50 - —
burlap bgs., c.l., works.ton.64.50 - —
l.c.l., 5 tons, works..ton.67.50 - —
smaller lots, works.ton.72.50 - —
paper bgs., c.l., works.ton.62.50 - —
l.c.l., 5 tons, works.ton.65.50 - —
Manganese, glycerophosphate, bbls., kgs., 1,000-lb. lots.lb. 2.61 - —
smaller lots.....lb. 2.71 - —
cns., 25 lbs.....lb. 2.85 - —
solut., djns., 1,000 lbs. lots, lb. .61 - —
smaller lots.....lb. .71 - —
cns., 25 lbs.....lb. .81 - —
Hydrate, bbls., dlvd.....lb. .32 - —
Iodide, bots., 5 lbs.....lb. 5.25 - —
jars, 25 lbs.....lb. 5.10 - —
Linoleate, liquid, 4% dms...lb. .18 - .19½
solid, precip., 8.2%, bbls..lb. .19 - —
Ore, 50-52%, basis, bbls., c.l. Atl. ports..unit-ton. .50 Nom.
Manganese, resinate, fused, 3½%, bbls..lb. .08¼- .08½
precip., dms.....lb. .12 - —
Sulphate, anhyd., bbls., works, lb. .07 - .07½
cryst., 85% $MnSO_4$, bgs., c.l., dlvd. South..ton.48.75 - —
l.c.l., bgs.....ton.55.75 - —
80-85%, bgs., c.l., works, frt. alld. to S.F.A. territory unit-ton. .75 - —
l.c.l., 5 tons, works...lb. .03½- —
smaller lots, works..lb. .04 - —
Mangrove bark, bgs., shipt..ton.26.50 -27.00
Manna flake, large, cs.....lb. .40 - .42
small, cs.....lb. .20 - .22
Mannitol, pure, cryst., cs., works, lb. 1.45 - —
Marble flour, bgs.....ton.12.00 -14.00
Marjoram, French, bbls.....lb. .20 - .20½
Tunisian, bls.....lb. .19 - .19½
Matico leaves, bls.....lb. .28 - .30
Menthol, USP, natural, cs.....lb. 3.40 - 3.50
synthetic, tech., cs.....lb. 2.25 -
U.S.P., cs.....lb. 3.25 - —
liquid, dms., 40 lbs.....lb. 1.60 - —
Menthyl salicylate, tins, 100 lb. lots..lb. 3.06 - —
25 lb. lots.....lb. 3.10 - —
Mercurial ointment, 30%, pails, 50 lbs.....lb. .87 - —
25 lbs.....lb. .89 - —
50%, pails, 50 lbs.....lb. 1.26 - —
25 lbs.....lb. 1.28 - —
Mercury (see Quicksilver).
Bichloride (see Corrosive sublimate).
Bisulphate, bots., 5 lbs.....lb. 1.81 - —
fib., dms., 100 lbs.....lb. 1.68 - —
jars, 25 lbs.....lb. 1.70 - —
Chloride (see Calomel).
Iodide, red, N. F., bots., 5 lbs. lb. 3.67 - —
cns., 25 lbs.....lb. 3.55 - —
fib. dms., 100 lbs.....lb. 3.53 - —
yellow, bls., 5 lbs.....lb. 3.67 - —
cns., 25 lbs.....lb. 3.65 - —
fib. dms., 100 lbs.....lb. 3.65 - —
Nitrate ointment (see Citrine ointment)
Oxide red, N.F. (see Red precipitate)
tech. (See Red, mercury oxide).
Yellow, dom., tech., bbl....lb. 1.49 - 1.50
USP, fib. dms.....lb. 2.01 - 2.03
Mercury and chalk, ctns., 5 lbs., lb. 1.22 - —
fib., dms., 25 lbs.....lb. 1.10 - 1.12
Mesityl oxide, cns., works.....lb. .25½- .27½
dms., c.l., works.....lb. .21 - —
l.c.l., works .....lb. .21½- —
tanks, works .....lb. .20 - —
Metal leaf, pkgs. of 20 books (500 leaves), aluminum, 5½x5½ in..pkg. 1.50 - 1.75
Composition, 5½x5½ in.pkg. 1.70 - 1.80
Gold, XX deep, 3⅜x3⅜ in.pkg.14.25 -14.75
3⅜x3⅜ in.....pkg.15.50 -16.50
4x4 in.....pkg.18.50 -19.00
3⅝x5⅞ in.....pkg.21.50 -22.00
3⅞x5⅞ in.....pkg.23.50 -24.00
Silver, 3⅜x3⅜ in.....pkg. 2.25 - 2.35
Metanitroanilin, kgs.....lb. .67 Nom.
Metanitroparatoluidin, bbls....lb. 1.45 - —
Metaphenylenediamine, kgs....lb. .80 - —
Metatoluylenediamine, kgs....lb. .65 - —
Methanol, denat. grade, dms., c.l., frt. alld., E. of Rockies..gal. .44 - —
tanks, frt. alld., E. of Rockies..gal. .38 - —
pure, nat'l or synth., dms., c.l., Zone 1, frt. all..gal. .38 - —
2, frt. alld.....gal. .41 - -
3, frt. alld.....gal. .42 - -
4, frt. alld.....gal. .44 - -
l.c.l., Zone 1, frt. alld. or dlvd..gal. .40½- —
2, frt. alld. or dlvd..gal. .47 - —
3, frt. alld. or dlvd..gal. .44½- —
4, frt. alld. or dlvd..gal. .60 - —
tanks, Zone 1, frt. alld.gal. .33 - —
2, frt. alld.....gal. .35½- —
3, frt. alld.....gal. .36½- —
4, frt. alld.....gal. .37 - —
95%, 2c. less than pure, all zones, frt. alld.
97%, 1c. less than pure, all zones, frt. alld.

Methanol sales zones are:—Zone 1, Conn., Del., D. C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Penn., R. I., Tenn., Vt., Va., W. Va., Wis.; Zone 2, Ala., Ark., Col., Fla., Ga., Kans., La., Miss., Neb., N. D., Okla., S. C., S. D., Tex., Wyo.; Zone 3, Los Angeles, Cal., San Francisco, Cal., Portland, Ore., and Seattle, Wash.; Zone 4, Ariz., Cal., N. Mex., Mont., Nev., Idaho, Ore., Utah, Wash.

Methyl acetate, 99%, dms., c.l.; frt. alld. E. of Rockies..lb. .16 - —
W. of Rockies.....lb. .16½- —
l.c.l., frt. alld. E. of Rockies..lb. .17 - —
W. of Rockies.....lb. .17¼- —
82%, dms., c.l., frt. alld. E. of Rockies..lb. .18 - —
W. of Rockies.....lb. .18½- —
l.c.l., frt. alld. E. of Rockies..lb. .14 - —
W. of Rockies.....lb. .14½- —
Acetoacetate, dms., c.l., works, frt. alld..lb. .29½- —
Methyl acetone, nat. dms., c.l., contracts, Zone 1..gal. .36 - —
2, ...gal. .39 - —
3, ...gal. .40 - —
4, ...gal. .42 - —
tanks, contracts, Zone 1.gal. .30 - —
2 .....gal. .32½- —
3 .....gal. .33½- —
4 .....gal. .34 - —

Methyl acetone, natural, prices are quoted for direct shipment from refinery f.o.b. shipping point, freight allowed to destination; bar rell packing, 2½c. per gal. more, in all brackets. The sale zones are: Zone 1, Conn., Del., D. C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Penn., R. I., Tenn., Vt., Va., W. Va., Wis.; Zone 2, Ala., Ark., Col., Fla., Ga., Kans., La., Miss., Neb., N. D., Okla., S. C., S. D., Tex., Wyo.; Zone 3, Los Angeles, Cal., San Francisco, Cal., Portland, Ore., and Seattle, Wash.; Zone 4, Ariz., Cal., N. Mex., Mont., Nev., Idaho, Ore., Utah, Wash.

Acetone, synthetic, dms., c.l., Zone 1, frt. alld. E. of Rockies..gal. .42 - —
2, frt. alld. E. of Rockies. gal. .45 - —
3, Pacific coast.....gal. .46 - —
l.c.l., Zone 1, frt. alld. E of Rockies..gal. .44½- —
l.c.l., Zone 2, frt. alld. E. of Rockies..gal. .51 - —
3, Pacific Cst.....gal. .48½- —
tanks, Zone 1, frt. alld. E. of Rockies..gal. .36 - —
2, ft. alld. E. of Rockies. gal. .38½- —
3, Pacific Coast.....gal. .39½- —

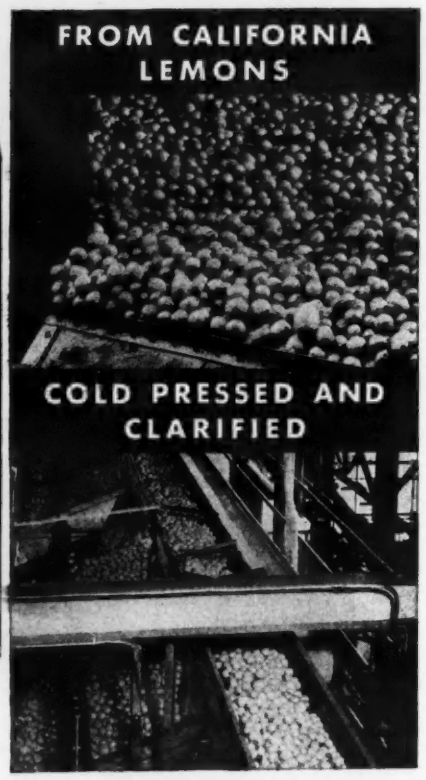
Methyl acetone, synthetic, sales zones are:—Zone 1, Conn., Dela., D. C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Pa., R. I., Tenn., Vt., Va., West Va. and Wis.; Zone 2, Ala., Ark., Col., Fla., Ga., Kans., La., Miss., Neb., N. D., Okla., S. C. and S. D.; Zone 3, Pacific Coast.

Alcohol (see Methanol).
Anthranilate, bots.....lb. 1.95 - 2.05
Benzoate, cns, 25 lbs.....lb. .70 - 1.00
Chloride, refrigeration, 500 lb. and up, machine mfrs. and jobbers, cylinders.lb. .32- —
service men and consumers, cyl..lb. .36 - —
60 to 499 lbs, cyl., mach. mfrs. and jobbers..lb. .36 - —
service men and consumers, cyl..lb. .40 - —
tanks, multi-unit, mach. mfrs. and jobbers..lb. .31 - —
service men and consumers, lb. .35 - —

Methyl chloride prices are spot or contract, effective Juy 1, for delivery to any common carrier point in United States. Prices above are in 60, 90 and 130 lbs. cylinders. Prices on the 20-lb. cylinders are uniformly 10c. per pound higher than above prices.

Cinnamate, bots.....lb. 3.00 - 3.75
Formate, dms.....lb. .35 - .36
Iodide, bots., jars.....lb. 5.80 - 5.85
Salicylate, dms.....lb. .40 - .43
tins .....lb. .42 - .45
Violet toner, bbls. (500 lbs.).lb. .40 - —
smaller lots.....lb. .42 - —
permanent, bbls.....lb. .80 - —
Methylbutyl ketone, dms., c.l., frt. pd. E. of Rocky Mts.lb. .11½- —
l.c.l., same terms.....lb. .12 - —
tanks, same terms.....lb. .10½- —
Methylene blue, medicl., kgs., 100 lbs..lb. 2.00 - —
cns., 5 lbs.....lb. 2.35 - —
Chloride, dms., f.o.b. works.lb. .18 - .22
Methylheptenone, bots.....lb. 2.50 - 3.00
Methylhextin carbonate, bots..lb.27.50 -44.00
Methylhexyl ketone, dms., tech., wks..lb. .60 - —
Methylisobutyl ketone, dms., c.l. wks..gal. .76 - —
l.c.l. wks.....gal. .80 - —
tanks, wks.....gal. .70 - —
Methylnaphtyl ketone, cryst., bots..lb. 2.10 - 2.25
Methylpropyl carbinol (see Carbinol).
Ketone, dms., c.l.....lb. .16 - —
l.c.l. .....lb. .20 - —
tanks .....lb. .15 - —
Metronite pigment, 120 mesh, containers, extra, c.l., f.o.b. Milwaukee..ton. 9.00 - —
l.c.l., same basis.....ton.11.00 - —
180 mesh, containers extra, c.l., same basis..ton.11.00 - —
l.c.l., same basis.....ton.13.00 - —
250 mesh, containers, extra, c.l., same basis..ton.13.00 - —
l.c.l., same basis.....ton.15.00 - —
325 mesh, containers extra, c.l., same basis..ton.13.00 - —
l.c.l., same basis.....ton.20.00 - —

A U.S.P. OIL FOR THE AMERICAN TASTE



No wonder it's MORE THAN TWICE AS POPULAR AS ALL OTHER LEMON OILS COMBINED

HIGH quality and right price have made Exchange Brand Oil of Lemon, U. S. P., the unquestioned leader in the United States.

It is made in the world's largest plant devoted exclusively to lemon products. Nowhere else are there the facilities to keep production quality so uniform. Nowhere else has the American taste been so successfully met.

Be sure to specify it by name: Exchange Brand Oil of Lemon, U.S.P. (Clarified).

Exchange BRAND OIL OF LEMON U.S.P.

Sold to the American market exclusively by
FRITZSCHE BROTHERS, INC. ● DODGE & OLCOTT
76 NINTH AVENUE, NEW YORK, N. Y. 180 VARICK STREET, N.
Distributors for
CALIFORNIA FRUIT GROWERS EXCHANGE
Products Department, Ontario, California
Producing Plant: EXCHANGE LEMON PRODUCTS COMPANY
Corona, California
Copr., 1936, California Fruit Growers Exchange, Products Dept.

Mica, dry-grd., plastic, No. 100, 40 mesh, bgs., c.l., works..ton.35.00 - —
l.c.l. works.....ton.42.75 - —
second grade, bgs., c.l., works..ton.33.00 - —
l.c.l., works.....ton.41.25 - —
250, 100 mesh, bgs., c.l., works..ton.40.00 -50.00
l.c.l., works.....ton.50.00 -60.00
second grade, bgs., c.l., works..ton.23.90 -90.00
l.c.l., works.....ton.29.90 -47.50
300, 140 mesh, bgs., c.l., works..ton.50.00 - —
l.c.l., works.....ton.62.50 - —
roofing, bgs., c.l., works..ton.23.50 -30.00
l.c.l., works.....ton.30.00 -37.50
wet-ground, paint, oil or lacquer, bgs., c.l., dlvd. E....lb. .04½- —
l.c.l., works.....lb. .04¼- —
water, bgs., c.l., dlvd. E..lb. .04 - —
l.c.l., works.....lb. .04 - —
paper, wall or coated bgs., c.l., frt. alld., E..lb. .03¾- —
l.c.l., 2,000 lbs., frt. all., E..lb. .04¼- —
smaller lots, frt. alld., E..lb. .04¾- —
rubber, bgs., c.l., frt. alld., E..lb. .03½- —
l.c.l., 2,000 lbs., ft., alld., E..lb. .04 - —
smaller lots, frt. alld., E..lb. .04½- —
wet-ground mica prices are ½c. per pound higher on Pacific coast.
Milk powder, skimmed, roller, bbls., c.l...lb. .07½- —
l.c.l. .....lb. .08½- —
spray, bbls., c.l.....lb. .08½- —
l.c.l. .....lb. .09½- —
unskimmed, roller, bbls., c.l..lb. .17 - —
l.c.l. .....lb. .17½- —
spray, bbls., c.l.....lb. .17 - —
l.c.l. .....lb. .17½- —
Millet seed, bgs.....lb. .02¾- .03
hulled, bgs.....lb. .06½- .07
Mineral spirits (see Petroleum thinner and V M & P, naphtha).
Molasses, blackstrap, tanks..gal. .07 - —
New Orleans.....gal. 06½- —
Molybdate orange (see Orange, molybdate).
Molybdenum metal, kgs., 99% powd .lb. No prices
Monoamylamine, dms., c.l., wks. lb. .52 - —
l.c.l., works.....lb. .55 - —
Monobutylamine, dms., l.c.l., works..lb. .63 - —
Monochlorobenzene, dms.....lb. .06 - .06½
Monoethanolamine, dms., c.l., works..lb. .26 - —
l.c.l., dms .....lb. .27 - —
tanks .....lb. .25 - —
Monoethylanilin, dms.....lb. .77 Nom.
Monomethylpara-aminophenol sulphate, dms..lb. 3.75 - 4.00
Morphine, bots., 5 ozs.....oz.11.10 - —
cns., 25 ozs.....oz.10.90 - —
Acetate, bots., 5 ozs.....oz. 9.00 - —
cns., 25 ozs.....oz. 8.80 - —
Ethylhydrochloride, bots., 5 ozs., oz.10.75 - —
cns., 25 ozs.....oz.10.55 - —
Hydrobromide, bots., 5 ozs..oz. 8.95 - —
cns., 25 ozs.....oz. 8.75 - —
Sulphate, bots., 5 ozs.....oz. 9.00 - —
cns., 25 ozs.....oz. 8.80 - —
Mullein flowers, cns.....lb. .85 - .90
Leaves, bls.....lb. .07 - .08
Musk, nat., Tonquin, grained, bots..oz.21.00 -22.00
pods, caddies, 20 ozs....oz.19.00 -21.00
synth., ambrette, cns., 100 lbs. or more..lb. 3.90 - —
5 lbs. to 75 lbs.....lb. 4.20 - —
1 lb.....lb. 4.35 - —
Ketone, cns., 100 lbs. or more, lb. 4.05 - —
5 lbs. to 75 lbs.....lb. 4.35 - —
1 lb.....lb. 4.50 - —
Xylol, cns., 100 lbs. or more lb. 1.15 - —
5 lbs. to 75 lbs.....lb. 1.25 - —
1 lb.....lb. 1.40 - —
Musk root, bls.....lb. .16 - .17
Mustard seed, Bombay, brown, bgs..lb. .06½- .06¾
California, brown, bgs.....lb. .07½- .07¾
yellow, bgs.....lb. No stocks.
Chinese, yellow, bgs.....lb. .05¾- .06¼
Danish, yellow, bgs.....lb. .07¾- .08¼
Dutch, yellow, bgs.....lb. .08 - .08½
English, yellow, bgs.....lb. .08¾- .09¼
Hungarian, yellow, bgs....lb. .07¾- .07¾
Roumanian, yellow, bgs....lb. .06 - .06½
Myrobalans, J1, bgs., shipt..ton.30.00 - —
J, bgs., shipt.....ton.22.50 - —
R2, bgs., shipt.....ton.22.00 - —
Extract, liquid, 25%, bbls....lb. .04¼- .05¼

N

Naphtha, Painters' (see Petroleum naphtha, V. M. & P.).
Solvent (see S).
Naphthalene, crude, 76-78 deg. import, bgs., Atl. ports, 100 lbs. 2.25 - —
refined, balls or flakes, bbls., wholesalers and jobbers, f.o.b. works..lb. .07¼- —
jobbers, cs., same basis.. lb. .07½- —
pkgs. (16 oz.), same basis, lb. .08 - —
(12 oz.) same basis..pkg. .06¼- —
chipped, crushed, bbls., same basis..lb. .06¼- —
rice, cryst., powd., bbls., same basis..lb. .07¼- —
Nerolin, cryst., cns.....lb. 1.25 - 1.35
Nickel carbonate, bbls.....lb. .36 - .37½
Chloride, bbls.....lb. .18 - .20
Oxide, black, bbls.....lb. .35 - .38
Salt, double, bbls.....lb. .13 - .13¼
single, bbls.....lb. .13 - .13¼
Nicotine sulphate, 40%, dms., works, frt. alld.lb. .76 - —
10-lb. tins.....lb. .86½- —
Nitercake, bulk, works.....ton.16.00 - —
Nitrobenzene, dbl. dist., dms., l.c.l..lb. .08 - —
l.c.l. .....lb. .09 - —
tanks .....lb. .07½- —
Nitrocellulose, alcohol-soluble, ½, and 40, sec. vis., bbls., works..lb. .28 - —
bronzing, 20, 40, 70 sec. vis., bbls., works..lb. .29 - —
ester-soluble, ¼, ½, 5-6, 15-20 sec., bbls., c.l., dry weight, works..lb. .22 - —
l.c.l., ¼, ½, 5-6, 15-20 and higher vis., bbls. lb. .26 - —
Nitrocellulose lacquer, 20-30 and 60-80 sec. vis., bbls., works..lb. .29 - —
Nitrocellulose prices are quoted on the basis of dry weight; denatured alcohol used in manufacture is charged extra. Barrels are to be paid for extra, but are returnable.
Nitrogen solution, 45½% ammon., tanks, f.o.b. Atlantic and Gulf ports..unit-ton. 1.04 - —
Nitrogenous fertilizer material, 8-11% ammon., dom., bulk, f.o.b. Carrollville, Wis., dlvd.....unit-ton. 2.35 - —
Chemical, Ill....unit-ton. 2.40 Nom.
East Coast producing points..unit-ton. 2.70-2.80 Nom.
Import., bgs., c.i.f. Atlantic ports, ship..unit-ton. 2.75 - —
Nitronaphthalene, bbls.....lb. .24 - .25
Nitrotoluene, mixed, dms.....lb. .10½- .11
Nutgalls, Aleppo, bgs., cs.....lb. No prices
Chinese, shipmt., cs.....lb. No prices
Extract (see Gall extract).
Nutmegs, 80s, bgs., cs.....lb. .19½- .19¾
110s, bgs., cs.....lb. .17½- .17¾
West Indian, bgs.....lb. .13½- .14
Nux vomica, bls.....lb. .06 - .07
powd., bbls., bxs.....lb. .06½- .07

O

Oakbark extract, 25% tan., bbls., c.l., works....lb. .03½- —
l.c.l., bbls., works.....lb. .03¾- —
Ocher (see Yellow).
Octanes, 100-140° C., mixed, dms., c.l., G.3..gal. .13 - —
l.c.l., G.3.....gal. .15 - —
tanks, G.3.....gal. .10½- —
Octyl acetate, dms., c.l.,works.lb. .16 - —
l.c.l., works.....lb. .17 - —
tanks, works.....lb. .15 - —
Oil, almond, bitter, artif. (see Benzaldehyde), natural, bots.....lb. 2.25 - 2.75
s.p.a., bots.....lb. 2.00 - 2.50
sweet, true, exp., cns....lb. .70 - .75
Amber, crude, cns.....lb. .16 - .17
refd., cns.....lb. .45 - .46
Amyris, cns.....lb. 3.00 - 3.25
Angelica root, bots.....lb.64.00 -75.00
Seed, bots.....lb.70.00 -80.00
Anilin (see A).
Anise, USP, cns., dms.....lb. 1.35 Nom.
Apricot kernel, cns.....lb. .30 - .31
Babassu, tanks, futures.....lb. .07½- .07⅝
Bay, W. I., cns.....lb. 1.35 - 1.50
Bergamot, artif., cns.....lb. 1.25 - 1.30
natural, copperas.....lb. 4.00 - 4.10
Betula (see Oil, sweet birch).
Birch (see Oil, sweet birch).
Birch tar, crude, dms.....lb. .14 - .17
rectif'd., cns.....lb. .70 - .75
Bois de rose, Brazil, cans....lb. 1.25 - 1.35
Cayenne, cns.....lb. 2.75 - 3.00
Cade, USP IX (see Oil, juniper tar).
Cajeput, tech., dms.....lb. .55 - .60
USP IX, cns.....lb. .60 - .72
Calamus, cns.....lb. 5.50 - 5.75
Camphor, sassafrassy, cns...lb. .20 - .21
dms. .....lb. .17 - .18
white, cns. .....lb. .20 - .21
dms. .....lb. .17 - .18
Cananga, native, cns.....lb. 1.65 - 1.70
rectified, cns.....lb. 2.25 - 3.00
Capsicum (oleoresin), USP VIII, cns..lb. 2.00 - 2.25
Caraway, USP, cns.....lb. 2.10 - 2.25
Cardamom, bots.....lb.20.00 -38.00
Cassia, USP, cns, dms.....lb. 1.25 Nom.
Castor, blown, one-way dms., c.l..lb. .12¼- —
l.c.l. .....lb. .13 - —
medicinal, bbls., c.l.....lb. .10¾- —
l.c.l. .....lb. .11½- —
cns. (1-gal), l.c.l.....lb. .14½- —
dms. (returnable), c.l....lb. .10½- —
l.c.l. .....lb. .11¼- —
(5-gal.), l.c.l.....lb. .12½- —
tanks .....lb. .10 - —
No. 3, bbls., c.l.....lb. .10¼- —
l.c.l. .....lb. .11 - —
dms. (returnable), c.l...lb. .10 - —
l.c.l. .....lb. .10¾- —
tanks .....lb. .09½- —
Castor oil, med. and No. 3, prices are dlvd. all points between N. Y. and Philadelphia, Albany, and N. E. States; Chicago c.l. prices ¾c. higher than N. Y.; l.c.l. prices ¾c. higher than N. Y.; one-way dms., ¼c. higher, all points.
sulphonated, 50% (43% fat), dms., c.l..lb. .08 - —
l.c.l. .....lb. .08½- —
75% (63% fat), dms., c.l...lb. .11½- —
l.c.l. .....lb. .12 - —
80% (68% fat), dms., c.l...lb. .12½- —
l.c.l. .....lb. .13 - —
Cedarleaf, cns.....lb. .85 - 1.15
dms. .....lb. .80 - 1.10
Cedarwood, Oregon, cns., dms., lb. .28 - .30
Southern, cns., dms.....lb. .24 - .26
Celery, bots.....lb.10.50 -12.50
Chaulmoogra, USP, cns., 500 lbs. lb. .90 - —
25 lbs.....lb. 1.00 - —
Chinawood, dms., Atlantic Cst. lb. .17 Nom.
tanks .....lb. .17 Nom.
Cinnamon, Ceylon, bots.....lb. 8.00 -22.00
Seychelle, bots. .....lb. 6.50 - 7.50
Citronella, Ceylon, cns.....lb. .42 - .44
dms. .....lb. .40 - .42
Java, dms.....lb. .45 - .48
Clove, makers, USP, cns....lb. 1.12 - —
dms. .....lb. 1.10 - —
Coconut, Manila, crude, Nov.-Dec., tanks..lb. .04⅜- —
Pac. Cst.....lb. .04¼ Nom.
edible, 76°, tax incl., dms., (returnable), c.l..lb. .10 - —
l.c.l. .....lb. .10½- —
tanks .....lb. .09½- —
Cod, Newfoundland, tanked, bbls..gal. .52 Nom.
Norwegian, shipt., bbls...gal. .38 - .39
Codliver, med., USP, Norwegian, bbls..bbl.27.00 -28.00
Coriander, bots.....lb.24.00 -25.00
Corn, crude, tanks, works....lb. .06¾ Nom.
refd., bbls.....lb. .09¾- .10
Cottonseed, dom., cooking, bbls., lb. .08⅝- —
salad, bbls.....lb. .08¾- —
import., Brazilian, semi-refd. dms..lb. .05 Nom.
British, semi-refd., dms..lb. .05¾ Nom.
Creosote (see C).
Croton, USP, cns.....lb. 1.30 - 1.35
Cubeb, USP, cns.....lb. 2.85 - 3.10
Crude (see Petroleum, crude).
Cumin, bots.....lb. 8.00 - 9.00
Cypress, dom., bots.....lb. 5.25 - 5.30
import., cns.....lb.12.00 -12.25
Degras (see D)
Diesel, Bayonne, bulk.....bbl. 2.20 - —
California, 27 plus, bulk..bbl. 1.00 - 1.25
Dill seed, bots.....lb. 3.15 - 3.50
Weed, bots.....lb. 4.10 - 4.20
Dip (See D):—
Erigeron, cns.....lb. 2.40 - 2.50
Eucalyptus, cns.....lb. .44 - .46
dms. .....lb. .42 - .44
Fennel, sweet, cns.....lb. 1.20 - 1.30
Oil, fuel, bunker, California, tidewater..bbl. 1.05 - 1.20
Gulf Coast.....bbl. .95 - 1.00
Louisiana - Arkansas, 10-14, bbl. .80 - .85
N. Y. and N. J. terminals:—
Monday .....bbl. 1.25 - —
Tuesday .....bbl. 1.25 - —
Wednesday .....bbl. 1.25 - —
Thursday .....bbl. 1.25 - —
Friday .....bbl. 1.25 - —
Saturday .....bbl. 1.25 - —
North Texas, 18-22.....bbl. .80 - .85
24-28, zero cold test....bbl. .95 - 1.05
Oklahoma, 18-22.....bbl. .85 - .90
24-28, zero cold test....bbl. 1.07½- 1.12½
24-28, 15 and above....bbl. .90 - .95
Pennsylvania, 36-40.....gal. .04⅝- .04⅝
Furnace, Bayonne, 1, bulk, refinery..gal. .05½- —
2, bulk, same basis.....gal. .05½- —
3, bulk, same basis.....gal. .05 - —
4, bulk, same basis.....gal. .04⅞- —
Louisiana - Arkansas, 32 - 36, light straw..gal. .03⅞- .04
Oklahoma, 28-30.....gal. .03½- .03½
32-36 .....gal. .03½- .03⅝
36-38 .....gal. .03⅝- .03⅞
38-40, straw.....gal. .04¼- .04
38-40 zero, 60 e.p.....gal. .03⅝- .04
Fusel (see F).
Gas, Bayonne, bulk.....gal. .04¾- —
Gulf Coast, bulk.....gal. .03¾- —
North Texas, bulk.....gal. .03 - —
Oklahoma, bulk.....gal. .03½- —
Gaultheria (see Oil, wintergreen leaf)
Geranium, Algerian, rose, cns.lb. 4.00 - 4.75
Bourbon, cns.....lb. 3.75 - 4.00
Turkish (see Palmarosa).
Grapefruit, cns.....lb. 2.20 - 3.00
Ginger, dist., bots.....lb. 8.00 - 8.50
Guaiac wood, concrete, bots.lb. 3.10 - 3.15
Haarlem, import, bots....gross. 3.25 - 3.35
Halibut-liver, dms ..... 1,000 A unit-gal. .75 - 1.00
Hemlock, cns.....lb. 1.05 - 1.10
Juniper berry, USP, cns....lb. 1.20 - 1.75
Wood, tech., cns.....lb. .45 - —
Juniper tar, U.S.P.XI, 1,000 lb. dms..lb. .43 - .45
cns .....lb. .48 - .50
Lard, common, 1, bbls.....lb. .09 - —
2, bbls.....lb. .08¾- —
extra, bbls.....lb. .11½- —
1, bbls.....lb. .10¼- —
headlight, burning, bbls....lb. .13 - —
prime, ed., bbls.....lb. .13½- —
ined., bbls.....lb. .13 - —
winter, strained, extra bbls., lb. .12 - —
prime, bbls.....lb. .12¼- —
Laurel, bots.....lb. 6.50 - 6.75
Lavandin, cns., 25 lbs.....lb. 2.25 - —
Lavender flower, French, USP, 50% ester, cns....lb. 5.50 - 5.60
USP, 38-42% ester, cns...lb. 4.80 - 4.90
XI, 35% ester, cns.....lb. 4.00 - 4.50
XI, 30% ester, cns.....lb. 2.80 - 3.00
IX, 30% ester, cns.....lb. 2.65 - 2.75
VIII, 30% ester, cns.....lb. 2.25 - 2.35
garden, cns.....lb. .42 - .45
Spike, Spanish, tech., cns..lb. 1.05 - 1.10
dms .....lb. .95 - 1.10
Lemon, Calif., cns.....lb. 2.50 - —
Messina, coppers, cns.....lb. 2.40 - 2.75
Lemongrass, native, cns., dms., lb. .42 - .43
Lime, dist., cans.....lb. 5.40 - 6.00
expressed, cans.....lb. 8.75 - 9.25
Linaloe wood, cns.....lb. 1.15 - 1.20
Linseed, boiled, bbls., c.l.....lb. .1120- —
l.c.l., 5 or more.....lb. .1160- —
less than 5.....lb. .1200- .1220
tanks .....lb. .1060- —
double boiled, bbls., less than 5..lbs. .1220- .1240
raw, bbls., c.l.....lb. .1080- —
l.c.l., 5 or more.....lb. .1120- —
less than 5.....lb. .1160- —
tanks .....lb. .1020- —
Lovage, bots.....lb.41.25 -42.00
Lubricating, at refinery (including U.S. tax 4c. per gal.):—
California, green, 70, 80, 100, vis., dms..gal. .20 - —
140 vis., dms. ....gal. .25 - —
green, pale, 750, 900 vis., dms..gal. .26 - —
green, pale, red, 200, 300, 350, 400, 450, 500, 600, 700 vis., dms..gal. .26 - —
Oklahoma, bright stocks, 100-110 D, color 4, 6-10 pour, tanks..gal. .19½- —
15-25 pour, tanks.gal. .18½- —
150-160 D, color 4½, 0-10 pour, tanks..gal. .21 - —
15-25 pour, tanks.gal. .20 - —
150-160 E, color 5½, 15-25 pour, tanks..gal. .19½- —
190-200 D, color 4½, 15-25 pour, tanks..gal. .24 - —
200-210 E, 15-25 pour, tanks..gal. .25 - —
neutrals, 0-10 pour, 150 vis., 3 color, tanks..gal. .13 - —
150 vis., 3 color, tanks, gal. .14 - —
4 color, tanks....gal. .13½- —
200 vis., 3 color, tanks, gal. .14½- —
4 color, tanks....gal. .14 - —
250 vis., 3 color, tanks, gal. .15½- —
4 color, tanks....gal. .15 - —
280 vis., 3 color, tanks, gal. .16½- —
4 color, tanks....gal. .16 - —
300 vis., 3½, color, tanks..gal. .17 - —
350 vis., same basis.gal. .17½- —
400 vis., same basis.gal. .18 - —
500 vis., same basis.gal. .18½- —
600 vis., same basis.gal. .19 - —
15-25 pour prices are ½c. per gallon higher than zero to 10° pour
Penn., bright, 600 cold test, 10-40 pour, tanks...gal. .20 - —
10-15 pour, tanks...gal. .21 - —
cylinder, 600 fire, tanks, gal. .14¼- —
600 flash, tanks.....gal. .18 - —
630 flash, tanks.....gal. .22 - —
635 fire, tanks.....gal. .15½- —
650 fire, tanks.....gal. .17 - —
Warren, E, amber, tanks, gal. .19 - —
neutral, 150 vis., 3 color, tanks..gal. .24 - —
180 vis.,3 color,tanks.gal. .26 - —
200 vis.,2 color,tanks.gal. .28½- —
spot, Penna., bright, bbls., c.l., f.a.s..gal. .32 - —
unfiltered, 600 s.r....bbls. f.a.s..gal. .24½- —
600 flash, s.r., bbls., c.l., gal. .28 - —
650 s.r., bbls., c.l., f.a.s. gal. .28 - —
Warren, E, bbls., c.l.,f.a.s. gal. .27 - —
smaller lots, f.o.b...gal. .29 - —
Mace, dist., cns., dms.....lb. 1.25 - 1.30
Mandarin, superior, coppers..lb. 7.50 - 7.75

Mica—Oil, Wheat Germ

Oil, menhaden, crude, tanks, f.o.b. Balto..gal. .35 Nom.
refd., alkali, dms.....lb. .0800- .0820
tanks .....lb. .0740- —
blown, dms.....lb. .0800- .0820
kettle-boiled, dms.....lb. .0900- .0920
light pressed, dms.....lb. .0740- .0760
tanks .....lb. .0670- —
Mineral, white (see Oil, white mineral)
Mustard, artif., USP, cns...lb. 1.90 - 2.00
dist., natural, bots.....lb. 8.50 - 9.00
expressed, bbls.....lb. .90 - .95
Neatsfoot, cold test, bbls....lb. .17¼- —
extra, bbls.....lb. .10 - —
1 bbls.....lb. .10¼- —
pure, bbls.....lb. .10⅜- —
special, bbls.....lb. .11⅜- —
sulphonated, common, 25% moisture, dms..lb. .10½- —
Neroli, bots.....lb.115.00 -140.00
Nutmeg, USP, cns., dms.....lb. 1.25 - 1.30
Olticica, dms.....lb. .15 Nom.
Oleo, 1, bbls.....lb.13.00 - —
2, bbls.....lb.12.25 - —
Olibanum, bots.....lb. 5.00 - 5.25
Olive, denat., bbls.....gal. 1.30 Nom.
edible, bbls.....gal. 2.40 Nom.
foots, bbls.....lb. .10 - .10¼
sulphonated, 50% (43% fat), dms., c.l..lb. .12 - —
l.c.l. .....lb. .12½- —
75% (63% fat), dms., c.l...lb. .15½- —
l.c.l. .....lb. .16 - —
80% (68% fat), dms., c.l...lb. .16½- —
l.c.l. .....lb. .17 - —
Orange, sweet, dist., cs.....lb. .80 - —
expressed, African, cns., dms..lb. 1.50 - 1.55
Calif., cns.....lb. 2.25 - —
Florida, cns.....lb. 2.25 - —
Messina, USP, coppers..lb. 2.20 - 2.75
West India, cns.....lb. 2.00 - 2.05
Origanum, Spanish, cns.....lb. .90 - 1.00
Orris, Florentine, concrete, extra strong, bots..oz. 5.25 - 5.50
Palm, Niger, cks.....lb. .04¼- —
shipment .....lb. .03¾ Nom.
softs, 12½%, bulk shipt....lb. .0575 Nom.
50%, bulk, shipt.....lb. .0360 Nom.
Sumatra, shipment, bulk...lb. .0375 Nom.
Palmarosa, cns.....lb. 2.40 - 2.60
Palmkernel, bulk, shipt.....lb. .0480 Nom.
Paraffin, 320° flash, 60-70 vis., tanks, G. 3..gal. .05¼- —
330° flash, 70-80 vis., tanks, G. 3..gal. .05½- —
80-85 vis., bbls., extra, Ind. refy..gal. .12 - —
350° flash, 100-105 vis. bbls. extra, Ind. refy..gal. .14 - —
360° flash, 100-110 v G. 3..gal. .05¾- —
Patchouli, bots., cns.....lb. 5.00 - 8.50
Peanut, crude, dom., tanks, works..lb. .07¼ Nom.
refd., edible, bbls.....lb. .10½ Nom.
Pennyroyal, dom., cns.....lb. 1.40 - 1.45
import, cns.....lb. 1.40 - 1.50
Peppermint, natural, cns., dms. lb. 2.25 - 2.50
redist., USP, cns., dms....lb. 2.50 - 2.75
Perilla, dms.....lb. .13 - .13½
tanks .....lb. .12½- .12¾
Petitgrain, Paraguay, cns...lb. 1.10 - 1.25
Pimento berry, cns.....lb. 3.75 - 4.00
leaf, cns.....lb. 2.40 - 2.50
Pine, dest.-dist., straw-color, dms., dlvd., E. ports..gal. .62 - .65
steam-dist., dms.....gal. .69 - —
tanks .....gal. .64 - —
Pineneedle, Siberian, cns....lb. 1.02 - 1.05
Putty, bbls., El Segundo, Richmond, Cal..gal. .22½- —
contracts .....gal. .19½- —
Whiting, Ind.....gal. .28 - —
dms., c.l., Bost., Provid..gal. .25 - —
l.c.l., same basis.....gal. .27 - —
tanks, same basis.....gal. .18 - —
Martinez, Cal.....gal. .28 - —
Rapeseed, blown, bbls.....lb. .14½- .14¾
denat., bbls.....gal. .92 - .93
Red, dist. or saponif, bbls. dlvd..lb. .10¾- .11¾
dms., dlvd.....lb. .10¼- .11¼
tanks, dlvd.....lb. .09½- .10½
white, dms.....lb. .12⅞- .13⅝
Rose, artif., bots.....oz. 2.00 - 8.00
natural, co pers.....oz. 5.25 -22.50
Rosemary, Spanish, cns.....lb. .56 - .75
dms., ...lb. .51 Nom.
Rosin, 1st, rectfd., dms....gal. .56 - .58
2d rectfd., dms.....gal. .58 - .60
3d rectfd., dms.....gal. .62 - .64
Rue, bots.....lb. 2.15 - 2.20
Sage, cns.....lb. 1.50 - 1.55
Sandalwood, Australia, cns..lb. 4.50 - 5.00
E.I., USP, cns.....lb. 5.25 - 5.50
Sardine, crude, tanks, Pac. Cst., gal. .35 Nom.
refd., alkali, dms.....lb. .0800- .0820
tanks .....lb. .0740- —
kettle-bodied, dms.....lb. .0900- .0920
light, pressed, dms.....lb. .0740- .0760
tanks .....lb. .0670- —
Sassafras, artif., cns.....lb. .37 - .38
dms. .....lb. .34 - .35
natural, cns., dms.....lb. .90 - 1.05
Savin, cns.....lb. 1.50 - 1.60
Savory, cns. .....lb. 3.15 - 3.20
Sesame, dom., refd., white, dms. lb. .10½Nom.
Shingle stain, bbls., c.l., works, gal. .18 - —
l.c.l., works.....gal. .21 - —
tanks, works.....gal. .14 - —
Snakeroot, Canada, cns.....lb.10.00 -11.00
Soybean, dom., crude, dms..lb. .0750- .0800
tanks .....lb. .0700- —
refd., dms.....lb. .0850- .0900
tanks .....lb. .0800- —
Spearmint, USP, cns.....lb. 1.75 - 1.80
Sperm, bleach, 38°, dms....lb. .1000- .1020
45°, dms .....lb. .0930- .0950
natural, dms.....lb. .0880- .0900
Spruce, cans.....lb. 1.05 - 1.10
Sweet birch, North, cns.....lb. 3.25 - 3.50
South, cns.....lb. 1.65 - 2.00
Tallow, acidless, bbls.....lb. .09¾- —
tanks .....lb. .09¼- —
Tansy, cns.....lb. 3.75 - 4.00
Tar, com'l, dms., c.l., dlvd., E. cities..gal. .26 - —
E. ports.....gal. .25 - —
l.c.l. .....gal. .26 - —
tanks, dlvd. E. cities....gal. .20 - —
rectfd., USP, bbls., dlvd. E. ports..gal. .50 - —
Tar acid (see T).
Teaseed, crude, dms.....lb. .09¼- .09⅜
Tea Tree (see Oil, ti tree).
Thyme, NF, red, dms.....lb. .60 - 1.50
white, dms .....lb. .78 - 1.70
Ti tree, cns.....lb. 3.50 - 4.00
Tung (see Oil, chinawood).
Turkey red (see Oil, castor, sulphonated).
Turpentine (see T).
Turtle, cns.....gal. 4.25 - 5.00
Valerian, bots.....lb.12.00 -14.00
Vetiver, bots.....lb. 6.00 -16.50
Walnut, crude, dms.....lb. .13 - —
refd., dms.....lb. .14¼- —
Whale, refd., natural, dms..lb. .0940- .0960
winter, bleach, dms.....lb. .0980- .1000
Wheat germ, cns., dms....gal.27.50 -30.00

Oil, White—Petroleum

Oil, white, mineral, dom., tech., 58-60 vis., dms.	gal.	.42 - .44
65-75 vis., dms.	gal.	.44 - .46
80-90 vis., dms.	gal.	.45 - .47
USP, 80-90 vis., dms.	gal.	.54 - .56
95-105 vis., dms.	gal.	.63 - .65
125-135 vis., dms.	gal.	.75½- .77½
140-150 vis., dms.	gal.	.76½- .78½
175-185 vis., dms.	gal.	.78½- .80½
200-210 vis., dms.	gal.	.80 - .82
220-230 vis., dms.	gal.	.85½- .87½
335-345 vis., dms.	gal.	.87 - .89
Russian, 80-90 vis., dms.	gal.	.54 - —
145-155 vis., dms.	gal.	.74½- —
175-185 vis., dms.	gal.	.76½- —
335-345 vis., dms.	gal.	.85 - —
Wintergreen, natural, North, cns.	lb.	4.00 - 8.00
South, cns.	lb.	3.35 - 3.75
synth. (see Methyl salicylate).		
Wood (see Oil, chinawood).		
Wormseed, cns.	lb.	2.50 - 2.60
Wormwood, cns.	lb.	2.65 - 2.70
Ylang-ylang, Bourb., bots., cns.,	lb.	3.50 - 6.00
Manila, bots.	lb.	11.50 -12.50
gran., cns.	lb.	12.50 -13.50
powd., cns.	lb.	12.50 -13.50
Orange, Lake, Persian, bbls.	lb.	.30 - .45
Mineral, Amer., bbls., 5 tons, dlvd. Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex., and W. of Cascade Mts. in Ore. and Wash.	lb.	.11 - —
dlvd., Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore. and Wash.	lb.	.11½- —
Colo., Mont., N. M., Wyo.	lb.	.11¼- —
Other points	lb.	.10½- —
Orange, mineral, Amer., bbls., smaller lots, dlvd. Ala., etc.	lb.	.11½- —
Ariz., etc.	lb.	.12 - —
Colo., Mont., N. M., Wyo.	lb.	.11⅝- —
Other points	lb.	.11¼- —
French, Tours, csks., ex dock,	lb.	.17 - —
kgs., ex dock	lb.	.18½- —
Molybdate, bbls.	lb.	.31 - —
Toner, bbls.	lb.	.80 - —
Orangeflower petals, cs.	lb.	.35 - .40
Orange peel, bitter, bls.	lb.	.08 - .09
Sweet, bls.	lb.	.10 - .11
Orris root, Florentine, bgs.	lb.	.10 - .11
fingers, cs.	lb.	.90 - .95
powd., bbls., bxs.	lb.	.14 - .15
Verona, bls.	lb.	.09 - .10
powd., bxs., cs.	lb.	.13 - .14
Orthoanisidin, bbls.	lb.	.70 - .74
Orthochloroanilin, dms.	lb.	.60 - .75
Orthochlorophenol, dms.	lb.	.35 - .75
Orthocresol, dms., c.l., works.	lb.	.13½- —
l.c.l., same basis.	lb.	.14¼- —
Orthodichlorobenzene, dms., c.l., works, frt. alld. E. of Rockies.	lb.	.06 - —
l.c.l., dms., same basis	lb.	.07 - —
100-lb. tins, same basis.	lb.	.08 - —
50-lb. tins, same basis.	lb.	.09 - —
tanks, same basis.	lb.	.05½- —
Orthodichlorobenzene prices west of Rockies 1c. per lb. higher.		
Orthonitroanilin, dms.	lb.	.55 - —
Orthonitrochlorobenzene, kgs.	lb.	.28 - .29
Orthonitroparachlorophenol, cns.	lb.	.70 - .75
Orthonitrotoluene, dms.	lb.	.07 - —
Orthotoluene sulphonate, kgs.	lb.	2.00 - 2.05
Orthotoluidin, dms.	lb.	.14 - —
Osage orange extract, cryst., bbls.,	lb.	.17 - .19
liquid, 51°, bbls.	lb.	.07 - .08
Oxyquinolin sulphate, cns., 100-lbs., works.	lb.	3.50 - —
bots., cns., 1-50 lbs.	lb.	3.65 - 4.00

P

Papain, powd., cs.	lb.	1.60 - 1.65
Paprika, Hungarian, extra fancy, bgs.	lb.	.21 - .21⅛
medium, bgs.	lb.	.20½- .21
Spanish, extra fancy, cs.	lb.	.25 - .25½
fair, bgs.	lb.	.22½- .23
fancy, bgs.	lb.	.25½- .26
medium, bgs.	lb.	.24 - .24½
Para-aminoacetanilide, kgs.	lb.	.85 Nom.
Para-amylphenol, tertiary, dms., c.l., works.	lb.	.26 - —
Parachlorophenol, dms.	lb.	.30 - .45
Paracymene, refd., dms.	gal.	.75 - 1.25
Paradichlorobenzene, dms.	lb.	.18 - .20
kgs.	lb.	.18 - .25
Paraffin, crude, scale, white, 122-124 A.m.p., bgs., c.l., Okla., refy.	lb.	.03 - —
bbls., c.l., N. Y.	lb.	.0290- —
124-126 A.m.p., bgs., c.l., Okla., refy.	lb.	.03½- —
bbls., c.l., N. Y.	lb.	.0290- —
yellow, 124-126 A.m.p., bbls., c.l., N. Y.	lb.	.02⅝ Nom.
fully refd., slabs, 123-125 A.m.p., bgs., c.l.	lb.	.0445- —
export, f.a.s., N. Y.	lb.	.0465- —
125-127 A.m.p., bgs., c.l.	lb.	.0455- —
export, f.a.s., N. Y.	lb.	.04⅝- —
128-130 A.m.p., bgs., c.l.	lb.	.0480- —
export, f.a.s., N. Y.	lb.	.05 - —
130-132 A.m.p., bgs., c.l.	lb.	.0496- —
export, f.a.s., N. Y.	lb.	.0515- —
133-135 A.m.p., bgs., c.l.	lb.	.0555- —
export, f.a.s., N. Y.	lb.	.05⅝- —
135-137 A.m.p., bgs., c.l.	lb.	.0580- —
export, f.a.s., N. Y.	lb.	.06 - —
138-140 A.m.p., bgs., c.l.	lb.	.0635- —
143-145 A.m.p., bgs., c.l.	lb.	.0790- —

refined paraffin prices in cases are ½c. lb. higher than bags price.

Paraffin, match, A.m.p. up to and incl. 110-112 bbls., c.l.	lb.	.03¼- —
semirfd., solid, 122-124 A.m.p., bgs.	lb.	.03¼ Nom.
Paraformaldehyde, dms., 1,000 lbs. or more shipments, f.o.b. Perth Amboy, Philadelphia, or N. Y. C.	lb.	.34 - —
100 to 900 lbs. shipments, same basis.	lb.	.35 - —
Paraldehyde, tech., dms., wks.	lb.	.16 - .18
USP, cbys.	lb.	.37 - .45
Paranitroanilin, kgs., c.l., works,	lb.	.45 - —
l.c.l., works.	lb.	.47 - —
Paranitrochlorobenzene, kgs.	lb.	.23¼- .24
Paranitrophenol, kgs.	lb.	.35 - .37
Paranitrotoluene, kgs.	lb.	.35 - —
Paraphenylenediamine, bbls.	lb.	1.25 - 1.30
Paratoluenesulphonamide, bbls.	lb.	.70 - .75
Paratoluidin, bbls.	lb.	.56 - —
Pareira brava root, bls.	lb.	.15 - .16
Paris green, dealer, dms., cans, f.o.b. works frt. all'd	lb.	.25½- .27½
less car lot, same basis.	lb.	.26½- .28½
Passion flower herb, bls.	lb.	.06½- .07
Patchouli leaves, bls.	lb.	.14 - .15
Pellitory root, bls.	lb.	.18 - .20
Pennyroyal, bls.	lb.	.14 - .15
Pentane, norm., 28-38°, dms., c.l., G.3.	gal.	.12½- —
l.c.l., G.3.	gal.	.16 - —
tanks, G.3.	gal.	.08½- —
laboratory grade, dms., c.l., G.3.	gal.	.16 - —
l.c.l., G.3.	gal.	.25 - —
Pepper, black, Alleppy, bgs.	lb.	.09 - .09¼
Lampong, bgs.	lb.	.05½- .05¾
Tellicherry, bgs.	lb.	.09 - .09¾
Red, birdseye, bgs.	lb.	.15 Nom.
Japanese 1, bgs.	lb.	.14 - .14½
Mombassa, bgs.	lb.	.18 - .18¼
White, Java, Muntok, bgs.	lb.	.09½- .10
Singapore, Muntok, bxs.	lb.	.09¼- .09½
Peppermint leaves, dom., bls.	lb.	.32 - .33
import, bls.	lb.	.38 - .40
Peru balsam, dms.	lb.	.87 - .88
Petrolatum, amber, bbls., c.l.,	lb.	.02⅞- .03
l.c.l.	lb.	.04 - .04¼
extra, bbls.	lb.	.03¼- .03¾
l.c.l.	lb.	.04¼- .04½
cream (see white, cream)		
green (see red)		
red, veterinary, bbls., c.l.	lb.	.02⅝- .02⅞
l.c.l.	lb.	.03⅜- —
white, cream, bbls., c.l.	lb.	.05 - .05¼
l.c.l.	lb.	.06⅜- —
lily, bbls., c.l.	lb.	.06 - .06¼
l.c.l.	lb.	.07⅜- —
snow, bbls., c.l.	lb.	.07 - .07¼
l.c.l.	lb.	.08⅜- —

Petroleum, crude, bulk, at wells:—			
California:—			
Alamitos Heights	bbl.	.74 - .95	
Athens	bbl.	.84 - 1.06	
Belridge	bbl.	.70 - 1.32	
Buena Vista Hills	bbl.	.70 - 1.38	
Coalinga	bbl.	.70 - .90	
Coyote Hills (West)	bbl.	.78 - 1.32	
Dominguez	bbl.	.79 - 1.00	
East Coyote	bbl.	.76 - .96	
Elk Hills	bbl.	.70 - 1.38	
Elwood Terrace, f.o.b. ship.,	bbl.	1.28 - 1.43	
El Segundo	bbl.	.80 - 1.21	
Huntington Beach	bbl.	.78 - 1.22	
Inglewood	bbl.	.79 - 1.27	
Kern Front	bbl.	.70 - —	
Kern River	bbl.	.70 - —	
Kettleman Hills	bbl.	1.19 - 1.43	
La Habra	bbl.	.76 - .96	
Lakeview	bbl.	.70 - 1.38	
Lost Hills	bbl.	.70 - 1.32	
McKittrick	bbl.	.70 - —	
Midway - Sunset (except Lakeview)	bbl.	.70 - 1.38	
Montebello	bbl.	.77 - 1.43	
Mt Poso	bbl.	.70 - —	
Mountain View	bbl.	.70 - 1.20	
Newhall	bbl.	.70 - —	
Orcutt	bbl.	.70 - .93	
Olinda Brea	bbl.	.76 - 1.27	
Playa del Rey, f.o.b. pipe-line	bbl.	.80 - 1.16	
Richfield	bbl.	.76 - 1.09	
Rosecrans	bbl.	.84 - 1.66	
Round Mt.	bbl.	.70 - —	
Santa Fe Springs	bbl.	.78 - 1.42	
Santa Paula	bbl.	.70 - 1.01	
Seal Beach	bbl.	.79 - 1.19	
Signal Hill	bbl.	.80 - 1.21	
Torrence	bbl.	.80 - 1.05	
Wheeler Ridge	bbl.	.70 - .83	
Whittier	bbl.	.76 - .96	
Wilmington	bbl.	.75 - 1.21	
Canada:—			
Oil Springs	bbl.	2.17 - —	
Petrolia	bbl.	2.10 - —	
Central West:—			
Illinois	bbl.	1.35 - —	
Lima	bbl.	1.25 - —	
Midland (Mich.)	bbl.	1.42 - —	
Princeton	bbl.	1.35 - —	
East Texas	bbl.	1.35 - —	
Gulf Coast:—			
Barber's Hill	bbl.	.95 - 1.41	
Batson	bbl.	.95 - 1.41	
Dayton	bbl.	.95 - 1.41	
Esperson	bbl.	.95 - 1.41	
Goose Creek	bbl.	.95 - 1.41	
Hull	bbl.	.95 - 1.41	
Humble	bbl.	.90 - 1.41	
Liberty	bbl.	.90 - 1.41	
Markham	bbl.	.90 - 1.29	
Orange	bbl.	.95 - 1.41	
Pettus	bbl.	1.37 - —	
Pierce Junction	bbl.	.95 - 1.41	
Refugio (incl. Greta, Taft, Saxet)	bbl.	1.01 - 1.17	
Saratoga	bbl.	.95 - 1.41	
Sour Lake	bbl.	.90 - 1.41	
Spindle Top	bbl.	.95 - 1.41	
Sugarland	bbl.	.95 - 1.41	
West Columbia	bbl.	.95 - 1.41	
Kentucky, Tennessee:—			
Big Sandy river	bbl.	1.42 - —	
Kentucky river	bbl.	1.50 - —	
Western Kentucky (Owensboro)	bbl.	1.40 - —	
Louisiana, Arkansas:—			
Bull Bayou	bbl.	.90 - 1.22	
Caddo	bbl.	.90 - 1.22	
Cameron Meadows	bbl.	.90 - 1.30	
Choctaw	bbl.	.90 - 1.30	
Cotton Valley	bbl.	.90 - 1.22	
Darrow	bbl.	.90 - 1.30	
De Soto	bbl.	.90 - 1.22	
El Dorado	bbl.	.90 - 1.22	
Haynesville	bbl.	.90 - 1.22	
Homer	bbl.	.90 - 1.22	
Iowa	bbl.	.90 - 1.30	
Lockport	bbl.	.90 - 1.30	
Miller County	bbl.	.90 - 1.22	
Pine Island	bbls.	.90 - 1.22	
Rainbow	bbl.	.90 - 1.22	
Rodessa	bbl.	.90 - 1.22	
Smackover	bbl.	.90 - —	
Tepetate	bbl.	1.24 - —	
Urania	bbl.	1.02 - —	

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Banks everywhere know General American's reliability, and accept our negotiable warehouse receipts as good collateral. This reputation is upheld by the efficiency with which our five modern terminals handle every commodity. You can ship bulk liquids through General American terminals with complete confidence. You can depend on the reliability of America's largest public terminal system. And you can *bank* on General American service.

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Goodhope, La., Westwego, La.
Corpus Christi & Houston, Tex.
Carteret, N. J.

GATX GENERAL AMERICAN

OFFICE
135 South LaSalle Street
Chicago

A division of General American Transportation Corporation

Petroleum, crude, at wells,		
Mexico, f.o.b. terminals Mexican ports—based on contract:—		
Panuco ..... bbl.	1.08	—
Tax, 16.048c. per bbl.		
Tuxpan ..... bbl.	**No Prices.**	
Tax, 26.047c. per bbl.		
Midcontinent:—		
North Texas ..... bbl.	.96	- 1.20
Oklahoma-Kansas .... bbl.	.98	- 1.20
Altus, Tipton (Okla.), bbl.	.96	- 1.20
Pennsylvania, Ohio, West Virginia:—		
Bradford-Allegany .... bbl.	2.35	- —
Corning ..... bbl.	1.27	- —
Pennsylvania grade, in Buckeye lines.. bbl.	1.85	- —
Eureka lines..... bbl.	2.00	- —
N. Y. Transit lines. bbl.	2.35	- —
S.W. Penn. lines... bbl.	2.05	- —
lower district in National Transit lines. bbl.	2.30	- 2.35
Rocky Mountain:—		
Big Muddy ..... bbl.	1.18	- 1.23
Canon City-Florence.. bbl.	1.10	- —
Cat Creek ..... bbl.	1.40	- —
Dutton Creek..... bbl.	1.06	- 1.30
Elk Basin..... bbl.	1.30	- —
Fort Collins-Wellington... bbl.	1.01	- 1.25
Frannie, light..... bbl.	.82	- —
Grass Creek..... bbl.	1.30	- —
Greybull ..... bbl.	1.30	- —
Iles ..... bbl.	1.12	- 1.18
Lance Creek..... bbl.	.97	- —
Midway ..... bbl.	1.06	- 1.30
Rock Creek..... bbl.	1.20½	- —
Salt Creek..... bbl.	1.06	- 1.30
Sunburst ..... bbl.	1.20	- —
Torchlight ..... bbl.	1.30	- —
South, Central and Southwestern Texas:—		
Cass County..... bbl.	.98	- 1.25
Cleveland-Liberty ..... bbl.	1.27	- —
Conroe ..... bbl.	1.20	- 1.44
Darst Creek..... bbl.	1.09	- —
Hardin-Liberty ..... bbl.	1.15	- —
Luling ..... bbl.	1.00	- —
Lytton Springs..... bbl.	1.12	- —
Mirando (incl. Duval).... bbl.	.96	- 1.36
Panola County..... bbl.	.93	- 1.25
Salt Flat ..... bbl.	1.09	- —
Tomball ..... bbl.	1.20	- 1.44
Van ..... bbl.	1.10	- —
Texas Panhandle:—		
Carson-Hutchinson counties, bbl.	.91	- 1.03
Gray County ..... bbl.	.96	- 1.08
West Texas:—		
Artesia, N. M..... bbl.	.90	- —
Crane ..... bbl.	.78	- 1.08
Crockett ..... bbl.	.78	- 1.08
Ector ..... bbl.	.78	- 1.08
Glasscock ..... bbl.	.78	- 1.08
Hogback ..... bbl.	1.33	- —
Howard ..... bbl.	.78	- 1.08
Jackson, N. M..... bbl.	.90	- —
Lea, N. M..... bbl.	.78	- 1.08
Maljamar, N. M..... bbl.	.90	- —
Mitchell ..... bbl.	.78	- 1.08
Pecos ..... bbl.	.91	- —
Upton ..... bbl.	.78	- 1.08
Winkler ..... bbl.	.78	- 1.08
Ether, 30-60°, dms., c.l., G. 3. gal.	.14	- —
l.c.l., G.3..... gal.	.17	- —
tanks, G.3 ..... gal.	.13	- —
55-60°, dms., l.c.l., G.3.... gal.	.35	- —
40-75°, dms., c.l., G.3..... gal.	.14	- —
l.c.l., G.3..... gal.	.16	- —
tanks, G.3..... gal.	.13	- —
laboratory grade, dms., c.l., G.3.. gal.	.16	- —
c.l., G.3..... gal.	.25	- —
10-gal. lots, G.3..... gal.	.50	- —
Lacquer, diluent, at refinery:— California 60, 169 i.b.p., 263 e.p., tanks, delvd. Los Angeles.. gal.	.11	- —
San Francisco.. gal.	.11½	- —
f.o.b. Richmond.. gal.	.11½	- —
Willbridge, Ore.; Pt. Wells, Wash.. gal.	.12	- —
East Coast, tanks.... gal.	.12	- .12½
Group 3, tanks..... gal.	.07⅞	- .08⅜
Naphtha, cleaners, at refinery:—		
East Coast, tanks..... gal.	.10	- —
Group 3, tanks..... gal.	.06⅞	- .07⅛
tankwagon, Boston, ex-tax, gal.	.13	- —
Bridgeport ..... gal.	.13½	- —
Chicago, inc. 4c. tax.. gal.	.171	- —
Decatur, inc. 4c. tax.. gal.	.19	- —
Des Moines, inc. 4c. tax. gal.	.188	- —
Evansville, inc. ex tax. gal.	.14½	- .15½
Milwaukee, inc. 5c. tax, gal.	.203	- —
Minneapolis-St. Paul, inc. 5c. tax.. gal.	.204	- —
Newark, ex tax..... gal.	.12	- —
New York, ex tax..... gal.	.12	- —
Omaha, ex tax..... gal.	.144	- .154
Oklahoma City, ex tax. gal.	.16	- —
Philadelphia, ex tax... gal.	.11½	- —
St. Louis, inc. 1c. tax.. gal.	.157	- —
Syracuse, 150 gals..... gal.	.14	- —
smaller lots, galv. drums, gal.	.16	- —
milk cans..... gal.	.21	- —
high-solvency aromatic, No. 1, over 70% arom., tanks, f.o.b. Bayway.. gal.	.18	- —
2, over 90% arom., same basis.. gal.	.21	- —
3, tanks, f.o.b. Bayway.. gal.	.16	- —
8, tanks, frt. alld. within 100 mi. radius of Paulsboro, N. J.. gal.	.17	- —
delivery beyond 100 mi., f.o.b. Paulsboro, frt. equald nearest comp. pt... gal.	.16¼	- —
30, same basis..... gal.	.18¼	- .19
40, same basis..... gal.	.14½	- .15½
V. m. & p., at refinery:— California, 46.5, 254 i.b.p., 380 e.p., tanks, f.o.b. El Segundo.. gal.	.11	- —
Richmond ..... gal.	.11½	- —
Willbridge, Ore., Pt. Wells, Wash.. gal.	.12	- —
54-57, 190 i.b.p., 310 e.p. tanks, dlvd. Los Angeles.. gal.	.10	- —
San Francisco.. gal.	.10½	- —
Portland, Seattle.. gal.	.11	- —
East Coast, tanks..... gal.	.11	- —
Group 3, tanks..... gal.	.06⅞	- .07⅛
tankwagon, Boston, ex tax gal.	.13	- .14
Chicago, inc. 4c. tax.. gal.	.161	- —
Decatur, inc. 4c. tax.. gal.	.19	- —
Des Moines, inc. 4c. tax. gal.	.188	- —
Evansville, Ind., ex tax. gal.	.147	- .157
Milwaukee, inc. 5c. tax. gal.	.203	- —
Minneapolis-St. Paul, inc. 4c. tax.. gal.	.204	- —
Newark, ex tax..... gal.	.13½	- —
New York, ex tax..... gal.	.12	- —
Omaha, ex tax..... gal.	.144	- .154
Philadelphia, ex tax... gal.	.12½	- —
St. Louis, inc. 1c. tax. gal.	.157	- —

Petroleum, solvent, rubber, at refinery, East Coast, tanks. gal.	.10	- —
Group 3, light, 120 i.b.p., 250 e.p., tanks.. gal.	.06⅞	- .07⅜
standard, 180 i.b.p., 288 e.p., tanks, gal.	.06⅞	- .07⅜
Stoddard (CS 3-28), at refinery:— East Coast, tanks..... gal.	.10	- —
Group 3, tanks..... gal.	.06⅞	- .06⅞
tankwagon, Boston, ex tax, gal.	.12½	- .13⅛
Chicago, inc. 4c. tax.. gal.	.155	- —
Decatur, inc. 4c. tax.. gal.	.18	- —
Des Moines, inc. 4c.tax. gal.	.178	- —
Evansville, Ind., ex tax. gal.	.135	- .145
Milwaukee, inc. 5c. tax, gal.	.193	- —
Minneapolis - St. Paul, inc. 5c. tax.. gal.	.18	- —
Newark, ex tax..... gal.	.11½	- —
New Orleans, ex tax.. gal.	.11	- —
New York, ex tax..... gal.	.11½	- —
Omaha ..... gal.	.131	- .141
Philadelphia, ex tax... gal.	.11½	- —
St. Louis, inc. 1c .tax. gal.	.146	- —
Tulsa, ex tax..... gal.	.10	- .11
Thinner, at refinery:—		
California, 34, 325 i.b.p., 390 e.p., low anilin, tanks f.o.b. Los Angeles.... gal.	.14	- —
Portland, Ore..... gal.	.15	- —
Richmond ..... gal.	.13½	- —
Seattle, Wash.... gal.	.15½	- —
44, 311 i.b.p., 385 e.p., tanks, f.o.b. Point Wells, Wash.; Willbridge, Ore., gal.	.10½	- —
Richmond ..... gal.	.10	- —
Southern Calif.... gal.	.09½	- —
56, 200 i.b.p., 300 e.p., tanks, f.o.b. El Segundo.. gal.	.11	- —
Portland, Ore..... gal.	.12	- —
Richmond ..... gal.	.11½	- —
Seattle, Wash.... gal.	.12	- —

Petroleum, thinner, at refinery, East Coast, 43-47, tanks. gal.	.09½	.10
47-49, tanks. gal.	.09½	.10
Group 3, tanks..... gal.	.05⅞	.06⅜
tankwagon, tax included:—		
Albany ..... gal.	.13	- —
Baltimore (100 gals.).. gal.	.12½	- .15½
25-99 gals..... gal.	.13½	- .15½
Boston ..... gal.	.12½	- .13½
Bound Brook, North Amboy, N. J. ..... gal.	.11½	- .13½
Bridgeport, Conn. .... gal.	.13	- —
Buffalo ..... gal.	.12½	- —
Camden, N. J..... gal.	.115	- .135
Chicago ..... gal.	.158	- —
Decatur, Ill. ..... gal.	.18	- —
Des Moines ..... gal.	.178	- —
Evansville, Ind..... gal.	.137	- .147
Milwaukee ..... gal.	.193	- —
Minneapolis-St. Paul.. gal.	.194	- —
Newark ..... gal.	.10½	- .11
New York (200 gals.). gal.	.11	- —
smaller lots..... gal.	.11½	- .12
Omaha ..... gal.	.131	- .141
Philadelphia ..... gal.	.115	- .135
Pittsburgh ..... gal.	.12	- .14
Providence ..... gal.	.12½	- .13½
Rochester ..... gal.	.12	- .16
St. Louis..... gal.	.147	- —
Syracuse ..... gal.	.14	- —
Trenton ..... gal.	.11½	- .14
Wilmington, Del..... gal.	.11½	- .13½
Phenobarbital, bots., 5 lbs.... lb.	4.35	- —
bots. or cns., spot or contract, 100 lbs.. lb.	4.00	- —
cns., 25 lbs..... lb.	4.25	- —
Phenol, USP, dms., c.l., works, frt. equald.. lb.	.14½	- .15¼
l.c.l., same basis..... lb.	.15¼	- .16¾
under 1,000 lbs..... lb.	.16¾	- .17⅜
tanks, works..... lb.	.13½	- —

Petroleum—Phosphorus

Phenolphthalein, USP, bbls., dms. 2,000-lb. lots.. lb.	.85	- —
bbls., dms., kegs, 100-250 lbs. lb.	.87	- .89
yellow, fib., dms., 2,000-lb. lots. lb.	.80	- —
100-lb. fib. dms..... lb.	.82	- —
25-lb. dms..... lb.	.87	- —
50-lb. kgs..... lb.	.84	- —
Phenyl chloride, dms..... lb.	.17	- —
Phenylacetaldehyde, bots..... lb.	2.25	- 3.50
Dimethylacetate, cns..... lb.	14.50	-15.00
Phenylethylphenyl acetate, bots., lb.	15.50	-16.00
Phenylhydrazine base, CP, bots. lb.	4.00	- —
Hydrochloride, CP, bots., works.. lb.	4.00	- —
commercial, kgs., works.... lb.	1.50	- —
pure, bbls., works..... lb.	2.25	- —
Phloroglucinol, CP, tins, works. lb.	20.00	-22.00
tech., tins, works..... lb.	15.00	-16.50
Phosphate rock, Fla., high-grade, hard, 77% basis, 76% min., bulk, mines.. long ton.	4.35	- —
land pebble, 68% min., bulk, mines..long ton.	1.85	- —
70% min., bulk, mines... long ton.	2.35	- —
72% min., bulk, mines.... long ton.	2.85	- —
75% basis, 74% min., bulk mines..long ton.	3.85	- —
Phosphate rock, Tenn., 72%, bulk, mines..long ton.	4.50	- —
75%, bulk, mines..long ton.	5.50	- —
Phosphorus, red, cs..... lb.	.40	- .44
Yellow, cs..... lb.	.24	- .30
Oxychloride, cyls..... lb.	.15	- .18
Sesquisulphide, cs..... lb.	.38	- .42
Trichloride, cyls..... lb.	.15	- .18

No Greasy Residues!

One of Skellysolve's 5 Advantages As A Lacquer Diluent

by A. ERNEST MACGEE

Manager Skellysolve Division, Skelly Oil Company

A number of the chemists and plant managers in the paint, lacquer and varnish industry that I've talked to lately have mentioned the same thing: Skellysolve's lack of greasy residues helps them make better products. Its complete, rapid drying, with minimum gum formation makes Skellysolve the ideal line of solvents for manufacturers of high-quality paints.

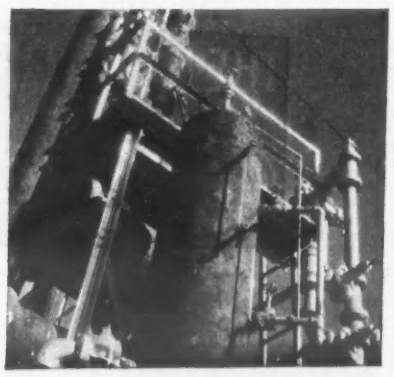
There are other advantages, too, in Skellysolve that I know you'll find equally important. One is *uniformity*. You don't have to change formulas with each shipment when you use Skellysolve, so you save trouble and money. Another advantage is *close boiling ranges*, some as low as 15 degrees F. from initial to dry flask end point. And these boiling ranges stay constant, in formulas or storage. And still another is *low evaporation losses*. This cuts costs, reduces fire hazard and tendency to blush.

And an additional great advantage, making 5 in all, is Skellysolve's dependable supply. Skellysolve's command of raw materials and ample plant capacity is your assurance of uninterrupted supply for years to come. And that's important, as many manufacturers have found when their sources of solvent failed them, causing costly delay.

So, whatever type or price of solvent you need, why not call us and talk it over. We pioneered in the development of dependable, uniform, special naphthas. We're still pioneering, in close cut fractions, and rigid quality-control. I'm sure a talk with us will pay you.

SKELLY

One of Skelly's natural gasoline plants that assure an ample supply for years to come.



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Codeine Alkaloid
Codeine Phosphate
Codeine Sulfate
Iodine Resublimed
Iodoform
Menthol-Y
Morphine Alkaloid
Morphine Sulfate
Opium Gum
(*Gran. and Powd.*)
Potassium Iodide
(*Cryst.-Gran.-Powd.*)
Quinine Sulfate
and other Quinine Salts
Strychnine Alkaloid
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NYQ

Phthalic anhydride, dms., c.l., works, frt. alld. E. of Miss. R..lb. .14½- —
l.c.l., same basis.....lb. .15½- —
Pichi leaves, bgs.....lb. .08 - .10
Pilocarpine hydrochloride, bots., vis..oz. 2.50 - 2.75
Nitrate, bots., vis.....oz. 2.40 - 2.65
Pimento, bgs.....lb. .14⅞- .15
Pinkroot, bls.....lb. .45 - .46
Pitch, Burgundy (see B)
Coaltar, 160° m.p., bbls., c.l., works..ton.19.00 - —
l.c.l. .....ton.22.00 - —
Pitch, hardwood, 1-time, dm., c.l., dlvd. Akron..ton.23.75-24.00
Linseed, dms.....lb. .04⅝- .05¼
Petroleum (see Asphaltum, Mexican, Texas).
Pine, bbls.....bbl. 6.00 - 6.50
Plaster of paris (see Gypsum).
Pleurisy root, bls.....lb. .12 - .13
Podophyllin, dms.....lb. 4.30 - 4.35
Poke root, bls.....lb. .07½- .08
Pomegranate bark, bgs.....lb. .18 - .19
Root bark, bgs.....lb. .40 - .41
Poppy flowers, red, bls.....lb. .65 - .70
Seed, Dutch, bgs.....lb. .09½- .09¾
Polish, bgs.....lb. .09¼Nom.
Potash acetate, USP, bbls., 250 lbs..lb. .28 - —
kgs., 100 lbs.....lb. .30 - —
cns., 25 lbs.....lb. .33 - —
Arsenite, USP, solut., cbys., 100 lbs..lb. .11 - —
demj., 50 lbs.....lb. .12 - —
Bicarbonate, USP, cryst., bbls., 300 lbs..lb. .18 - —
kgs., 100 lbs.....lb. .20 - —
gran., bbls., 250 lbs.....lb. .18 - —
kgs., 100 lbs.....lb. .20 - —
Bichromate spot, c.l., works, lb. .08⅝- —
6 casks or 10 bbls., or over, works..lb. .08¾- —
5 casks or 9 bbls., or less, works..lb. .09 - —
Binoxalate, dms.....lb. .23 - —
Bisulphate, kgs.....lb. .15½- .18
Bromide, USP., gran., bbls., 500 lbs..lb. .31 - —
fib., dms., 100 lbs.....lb. 32 - —
Carbonate, calc., dms., c.l., works..lb. .06½- —
l.c.l., same basis.....lb. .06¾- —
hydrated, 83-85%, bbls., c.l., works..lb. .05½- —
l.c.l., same basis.....lb. .05¾- —
liquid, dms., c.l., dlvd.....lb. .02⅝- —
l.c.l., 10 dms. or over..lb. .03¼- —
less than 10 dms....lb. .03½- —
tanks, dlvd.....lb. .02⅝- —
USP, gran., bbls., 325 lbs..lb. .14 - —
kgs., 100 lbs.....lb. .16 - —
powd., bbls., 325 lbs.....lb. .19 - —
kgs., 100 lbs.....lb. .21 - —
Caustic, flake, 88-92%, dom., dms., c.l., works..lb. .07 - —
l.c.l. .....lb. .07¼- .07½
import, dms.....lb. .07 - .07½
liquid, 45% basis, dms....lb. .03½- .03½
tanks .....lb. .02⅝- —
solid, 88-92%, dom., dms., c.l., works..lb. .06¼- —
l.c.l. .....lb. .06½- .06⅝
import, csks.....lb. .06¼- .06⅝
Chlorate, cryst., kgs.....lb. .09¼- .09½
gran., kgs.....lb. .12 - .13
powd., kgs.....lb. .08½- .08⅝
Chloride, tech., 98%, cryst., bgs., kgs..lb. .04 - .06
Chromate, kgs.....lb. .19 - .29
Citrate, USP, gran., bbls., 250 lbs..lb. .84 - —
kgs, 100 lbs.....lb. .35 - —
cns., 50 lbs.....lb. .36 - —
cns., 25 lbs.....lb. .38 - .39
Cyanide, cns., dms.....lb. .55 - .60
Glycerophosphate, 75%, sol., dms., 1,000-lb. lots..lb. 1.15 - —
smaller lots.....lb. 1.30 - —
cns., 25 lbs.....lb. 1.40 - —
Guaiacolsulphonate, fib., dms., 100 lbs..lb. 1.65 - —
cns., 25 lbs.....lb. 1.75 - —
Hydroxide, USP, sticks, cns., 110 lbs..lb. .30 - —
Hypophosphite, cns., 100 lbs., lb. .72 - —
25 to 50 lbs.....lb. .75 - —
Iodate, bbls., bots., 5 lbs....lb. 3.17 - —
cns., 25 lbs.....lb. 3.05 - —
Iodide, bbls., 250 lbs.....lb. .93 - —
bots., or cns.....lb. 1.02 - 1.28
dms. .....lb. .95 - .96
Kainit, 20% K_2O, bulk, c.l.f., ports..ton.12.75 - —
Manure salt, dom., run of mine, approx. 30%, K_2O, bulk, c.l.f. ports, unit-ton. .58½- —
Import., 30%, K_2O, bulk, shipt. unit-ton. .58½- —
Metabisulphite, kgs.....lb. .13 - .15
Muriate, dom., all strengths, min. 50% K_2O, bulk.... unit-ton. .53½- —
Import, all strengths, min. 80% KCl, basis 50% K_2O, bulk, c.l.f. ports..unit-ton. .53½- —
Potash muriate prices in bags are $2 ton higher than bulk price.
Oxalate, pure, cryst., kgs....lb. .30 - .31
tech., bbls.....lb. .25 - .26
Perchlorate, kgs., works....lb. .09 - .11
Permanganate, tech., dms...lb. .18½- .19
Prussiate, red, bbls.....lb. .35 - .37
Yellow, bbls.....lb. .15 - .16
Ricinoleate, tech., bbls.....lb. .13 - —
Silicate alkaline, lump, bxs.lb. .07 - —
Sulphate, NF, cryst., bbls., 400 lbs..lb. .13 - —
kgs., 100 lbs.....lb. .15 - —
powd., bbls., 350 lbs.....lb. .14 - —
kgs., 100 lbs.....lb. .16 - —
tech., 90-95%, min. 90%, bgs., shipt., c.i.f. ports..ton.38.00 - —
Xanthate, dms., c.l.....lb. .13 - —
l.c.l. .....lb. .13½- —
Potash-magnesia sulphate, 48-53%, min. 48%, bgs., shipt, ton.25.75 - —
Potash-titanium oxalate, kgs..lb. .33 - .35
Prickly ash bark, bls.....lb. .12 - .13
Berries, bls.....lb. .15 - .16
Prince's pine herb, bls.....lb. .22 - .23
Propane, tanks, G.3.....gal. .03 - .04⅝
Psyllium seed (see Fleaseed).
Pulsatilla, bls.....lb. .18 - .19
Pumice stone, Italian, Amer.-grd., 4F, 3F, 2F, 1½F, and coarser, bbls., 3 or over, works..lb. .03 - —
less than 3, works..lb. .03½- —
F and 1, bbls., 3 or over, works..lb. .03½- —
less than 3, works..lb. .04 - —
0, 0-½, 0-¾, and ½, bbls., 3 or over, works..lb. .04 - —
less than 3, works..lb. .04½- —
Ital.-grd., bgs., c.l., shipt. ex dock, N.Y...ton.32.85 Nom.
l.c.l., 5-29 tons, ex whse. ton.37.70 - —
1,000-10,000 lbs., ex whse..ton.38.70 - —
2 bgs. to 1,000 lbs., ex whse..ton.40.70 - —
single bgs., ex whse.ton.45.70 - —
Pumpkin seed, bgs.....lb. .11 - .14
Purple lake (see Red).
Putty, com'l., dms., 1,000 lbs. 100 lbs. 2.90 - —
500-999 lbs.....100 lbs. 3.10 - —
100-499 lbs.....100 lbs. 3.25 - —
linseed oil, raw, dms., 1,000 lbs..100 lbs. 4.05 - —
500-999 lbs.....100 lbs. 4.85 - —
100-499 lbs.....100 lbs. 5.00 - —
refined dms., 1,000 lbs..100 lbs. 5.15 - —
500-999 lbs.....100 lbs. 5.35 - —
100-499 lbs.....100 lbs. 5.50 - —
standard, dms., 1,000 lbs., 100 lbs. 3.65 - —
500-999 lbs.....100 lbs. 3.85 - —
100-499 lbs.....100 lbs. 4.00 - —
Pyrethrum concentrate, liq. (20 to 1), basis 2.4% pyrethrins (Seil test) 55 gal. dms. (incl.), frt. alld. E. of Rockies, standard brand..gal. 5.00 - 5.25
basis (30 to 1) 3.6% pyrethrins, 55 gal. dms. (incl.) frt. alld. E. of Rockies, standard brand, gal. 7.75 - 7.85
Pyrethrum, flowers, cnarse, grnd. (g.d.p.), Japan, bgs., frt. alld., 15 tons or over..lb. .18 - —
fine powd. Japan, bbls., ton lots, frt. alld..lb. .19 - —
Pyridin, denaturing, dms....gal. 1.55 - —
refd., 2° dms.....lb. .45 - —
Pyrites, Spanish, bulk, c.i.f. Atl. ports..unit-ton. .12-.13 Nom.
Pyrocatechin, CP, cryst., works, fib, dms., tins..lb. 2.15 - 2.40
resublimed, fib. dms., tins..lb. 4.60 - —
Pyroxylin scrap, amber, cs., works..lb. .15 - —
black, cs., works.....lb. .10 - —
China white, ivory, cs., works..lb. .16 - —
dense white, cs., works...lb. .12 - —
gray, cs., works.....lb. .10 - —
mixed, mottles, opaque, cs., works..lb. .04 - —
shell-demi, cs., works....lb. .12 - —
translucent pastels, cs., works..lb. .10 - —
transparent, cs., works...lb. .20 - —
colors, cs., works.....lb. .12 - —
shavings, amber, cs., works..lb. .16 - —
colors, mixed, cs., works.lb. .10 - —
white, cs., works.....lb. .15 - —

Q

Quassia, chips, bls.....lb. .06 - .07
Quebracho extract, liquid, 35% tan., bbls., works..lb. .03½- —
tanks, works.....lb. .03 - —
Quebracho, solid, 63%, bgs., c.l., ex dock, plus duty..lb. .04 - —
clarified, 64%, bgs., c.l., same basis..lb. .04¼- —
Queen of the meadow herb, bgs..lb. .10 - .12
Root, bgs.....lb. .09 - .10
Quercitron, extract, liquid, 51°, bbls..lb. .06 - .08
solid, dms. .....lb. .10 - .12
Quicksilver, dom., flasks (76 lbs. net), dlvd., N. Y..flasks.85.00 -86.00
Quince seed, bgs.....lb. .85 - 1.50
Quinidine, cryst., small cns...oz. .96 - —
large, cns.....oz. .98 - —
powd., precip., cans.....oz. .91 - —
Sulphate, cns.....oz. .67 - —
Quinine, 100 ozs., cns.....oz. .74 - —
Acetate, cns.....oz. .98 - —
Arsenate, cns.....oz. .98 - —
Arsenite, cns.....oz. 1.00 - —
Bisulphate, cns.....oz. .53 - —
Citrate, cns.....oz. .71 - —
Dihydrobromide, bots.....oz. .74 - —
Dihydrochloride, bots.....oz. .74 - —
Ethylcarbonate, cns.....oz. .74 - —
Ferrocyanide, cns.....oz. 1.00 - —
Formate, cns.....oz. .93 - —
Glycerophosphate, cns.....oz. 1.13 - —
Hydrochloride, cns.....oz. .66½- —
Hydrochlorosulphate, cns....oz. .74 - —
Hydriodide, cns.....oz. .98 - —
Hypophosphite, cns.....oz. .98 - —
Phosphate, cns.....oz. .81 - —
Salicylate, cns.....oz. .72 - —
Sulphate, U.S.P. X, cns.....oz. .53 - —
U.S.P. XI, cns.....oz. .59½- —
Sulphocarbolate, cns.....oz. .96 - —
Tannate, cns.....oz. .57 - —
Tartrate, cns.....oz. .96 - —
Valerate, cns.....oz. .92 - —
Quinine-urea hydrochloride cns.oz. .74 - —

R

R salt, bbls.....lb. .52 - .55
Rapeseed, Belgian, bgs.....lb. .06 - .06⅛
Dutch, bgs.....lb. .06¾- .06½
Japanese, bgs.....lb. .06¾- .06½
Raspberries, dried, bbls.....lb. .75 - .80
Red, alizarin lake bbls., dlvd. N. of Tenn. and N.C., E. of Miss. R., including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis..lb. 1.10 - —
Red, Alizarin lake prices are ½c. higher dlvd. Ala., Fla., Ga., Ia. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Tex. (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; ½c. higher dlvd. Pac. coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
Amaranth (see Red, maroon, lake)
Cadmium, lithopone, deep shade, bbls., ton lots, works, frt. alld..lb. .91 - —
smaller lots, same basis, lb. .96 - —
kgs., ton lots, same basis. lb. .96 - —
smaller lots, same basis, lb. 1.01 - —
light shade, bbls., ton lots, same basis..lb. .76 - —
smaller lots, same basis, lb. .81 - —
kgs., ton lots, same basis, lb. .81 - —
smaller lots, same basis, lb. .86 - —
light-medium shade, bbls., ton-lots, same basis..lb. .81 - —
smaller lots, same basis, lb. .86 - —
kgs., ton lots, same basis. lb. .86 - —
smaller lots, same basis, lb. .91 - —
maroon shade, bbls., ton lots, same basis..lb. 1.01 - —
smaller lots, same basis, lb. 1.06 - —
kgs., ton lots, same basis. lb. 1.06 - —
smaller lots, same basis, lb. 1.11 - —
medium shade, bbls., ton lots, same basis..lb. .86 - —
smaller lots, same basis, lb. .91 - —
Red, cadmium, medium shade, kgs., ton lots, same basis..lb. .85 - —
smaller lots, same basis, lb. .96 - —
Selenide, bbls., dark works..lb. 2.75 - —
light, works.....lb. 2.25 - —
Orange, bbls., 100-lb. lots, works..lb. 1.60 - —
Carmine, 40, cns., 500 lbs....lb. 4.00 - —
100 lbs. .....lb. 4.15 - —
11 lbs. .....lb. 4.40 - 4.50
Crocus martis (see Red, purple oxide).
Eosin toner, blue shade, bbls. lb. 1.55 - —
yellow shade, bbls.....lb. 1.40 - —
Indian, pure, bbls., f.o.b. Bethlehem, Easton, E. St. Louis, N. Y..lb. .08⅜- —
80%-85%, bbls., same basis.lb. .07¼- —
Iron oxide (see Red, oxide).
Lake C toner, bbls., same basis alizarin lake, contracts.lb. 1.25 - —
open order.....lb. 1.30 - —
Lithol toner, bbls., same basis alizarin lake contracts..lb. .75 - —
open order .....lb. .80 - —
Lithol-rubin toner, bbls., same basis alizarin lake..lb. 1.50 - —
Maroon lake, 25%, kgs., same basis alizarin lake, contracts, lb. .40 - —
Oxide (see Red, purple oxide).
Mercury oxide, tech., dom.... bbls. 1.50 - 1.60
Metallic, bbls., Pa., works..lb. .02 - —
Orange, Persian (see O).
Oxide, pure, bbls., c.l., works lb. .08½- —
l.c.l., works.....lb. .09¼- —
reduced, 85% copperas oxide, bbls., l.c.l., f.o.b. Bethlehem, Easton, E. St. Louis, New Castle, N. Y..lb. .08¼- —
80% copperas oxide, bbls., same basis..lb. .07¾- —
Para toner, concent., kegs, same basis alizarin lake, contracts..lb. .75 - —
open order..lb. .80 - —
Persian Gulf oxide, bbls., l.c.l., f.o.b. Bethlehem, Easton, N. Y..lb. .04½- —
ex whse., Chicago, St. Louis..lb. .05⅜- —
San Fran., Los Ang., Portland, Seattle..lb. .05 - —
Phosphotungstic rhodamine Y, kgs..lb. 4.15 - —
Purple lake, kgs.....lb. .60 - 1.00
Oxide, bbls., f.o.b. Bethlehem, Easton, E. St. Louis..lb. .03 - —
Toner, kgs.....lb. 1.50 - 2.00
Rose lake, bbls.....lb. .20 - .30
Pink, bbls.....lb. .15 - .20
Scarlet ink toner, kgs., same basis alizarin lake..lb. .45 - —
Lake, kgs., same basis alizarin lake..lb. .25 - .30
Spanish oxide, bbls., dlvd...lb. .03⅜ Nom.
Toluidin toner, kgs., same basis alizarin lakes..lb. 1.35 - —
Tuscan, 1, bbls., f.o.b. N. Y., E. St. Louis..lb. .25½- —
2, bbls., same basis.....lb. .30½- —
3, bbls., same basis.....lb. .23½- —
4, bbls., same basis.....lb. .33½- —
5, bbls., same basis.....lb. .24 - —
6, bbls., same basis.....lb. .24 - —
7, bbls., same basis.....lb. .24 - —
8, bbls., same basis.....lb. .23 - —
9, bbls., same basis.....lb. .31½- —
10, bbls., same basis.....lb. .18⅜- —
Venetian, bbls., works.....lb. .0220- —
10%, bbls., works.....lb. .0245- —
15%, bbls., works.....lb. .0255- —
20%, bbls., works.....lb. .02⅝- —
25%, bbls., works.....lb. .03 - —
30%, bbls., works.....lb. .03¼- —
35%, bbls., works.....lb. .0360- —
40%, bbls., works.....lb. .04 - —
Vermilion, Amer., bbls., same basis alizarin lake..lb. .15 - —
English quicksilver, bbls., 500 lb. 1.60 - —
smaller lots .....lb. 1.61 - 1.69
Red dyes are listed under Dyes.
Red precipitate, N. F., powd., fib. dms..lb. 1.84 - 1.86
Red saunders wood, ground, bbls. lb. .12 - .17
Resorcinol, tech., dms., works..lb. .75 - .80
USP, cryst., bbls., works....lb. 1.50 - 1.55
Rhatany root, bgs.....lb. .09 - .10
Rhodinol, bots.....lb. 5.75 -15.00
Rhubarb root, cs.....lb. 1.10 - 1.15
powd., bbls., kgs.....lb. 1.15 - 1.20
Rochelle salt, cryst., bbls., 5,000 lbs., 1 shipm't..lb. .16 - —
smaller lots .....lb. .16½- —
powd., bbls., 5,000 lbs., 1 shipm't..lb. .15 - —
smaller lots.....lb. .15½- —
Rose flowers, pale, bls.....lb. .34 - .35
Red, bls.....lb. 2.50 - 2.60
Water, triple..... dln. 4.75 - 5.00
Rosemary flowers, bls.....lb. .35 - .40
Leaves, bls.....lb. .05½- .06
Rosin, gum, B, bbls., ex dock.. 280 lbs. 7.50 - —
D, bbls.....280 lbs. 7.50 - —
E, bbls.....280 lbs. 7.50 - —
F, bbls.....280 lbs. 7.75 - —
G, bbls.....280 lbs. 7.75 - —
H, bbls.....280 lbs. 7.75 - —
I, bbls.....280 lbs. 7.75 - —
K, bbls.....280 lbs. 7.75 - —
M, bbls.....280 lbs. 7.75 - —
N, bbls.....280 lbs. 7.85 - —
W. G., bbls.....280 lbs. 8.25 - —
W. W., bbls.....280 lbs. 9.00 - —
X, bbls.....280 lbs. 9.00 - —
Wood, New York, F. F., bbls., 280 lbs. 7.85 - 8.80
K, bbls.....280 lbs. 8.00 - 8.95
M, bbls.....280 lbs. 8.35 - 9.30
N, bbls.....280 lbs. 8.70 - 9.65
Rottenstone, dom., bgs., c.l., f.o.b. mines..ton.35.00 - —
l.c.l., ex whse.....ton.50.00 - —
import., lump, bbls..... lb. 12 - —
powd., bbls.....lb. .08½- .10
Rue, bls.....lb. .21 - .23

S

Sabadilla seed, powd., bbls....lb. .21 - .22
Saccharin, dms., 100 lbs.....lb. 1.70 - —
cns., 25 lbs. .....lb. 1.73 - 2.05
Safflower, bls.....lb. .25 - .26
Saffron, Mexican, bls.....lb. .35 - .40
Spanish, tins .....lb.19.00 -20.00
Safrol, cns.....lb. .50 - .58
dms. .....lb. .47 - .55
Sage, Dalmatian, stemless....lb. .06½- .07
garden, bls. .....lb. .06½- .07
Sago flour, bgs.....lb. .03¼- .04¼
Salicin, bots., 5 lbs.....lb. 5.00 - —
cns., 25 lbs. .....lb. 4.75 - —
Salol, gran., bbls., 200 lbs.....lb. .90 - —
bxs., 25 lbs.....lb. .93 - —
kgs., 100 lbs.....lb. .90 - —
powd., fib. dms., 25 lbs.....lb. 1.03 - —
kgs., 100 lbs.....lb. 1.00 - —
Salt, rock, bgs., dlvd., N. Y..ton.11.80 -12.80
l.c.l., bgs., dlvd., N. Y.ton.14.00 -14.50
vacuum, common fine bgs., c.l. dlvd., N. Y...ton.14.80 - —
l.c.l., dlvd. N. Y.....ton.15.50 - —

Phthalic Anhydride—Soda Ash

Saltcake, grd., dom., bbls., works, ton.19.00 -25.00
bulk, works.....ton.15.00 - —
import, bulk, c.i.f.....ton.15.00 -16.00
Chrome (see Chrome cake).
Saltpeter, dbl. refined, cryst., 10-20 tons, bbls..100 lbs. 7.00 - 7.75
1-9 tons.....100 lbs. 7.40 - 7.90
less than ton lots..100 lbs. 7.40 - 8.15
gran., bbls., 10-20 tons.100 lbs. 6.00 - —
1-9 tons.....100 lbs. 6.15 - —
less than ton lots..100 lbs. 6.40 - —
powd., bbls., 10-20 tons.100 lbs. 7.00 - —
1-9 tons.....100 lbs. 7.15 - —
less than ton lots..100 lbs. 7.40 - —
Santonin, cryst., cns.....lb.25.00 -26.00
Saponin, crude, cns.....lb. 1.45 - —
purified, bots., 5 lbs.....lb. 1.65 - —
cns., 25 lbs.....lb. 1.50 - —
Sarsaparilla root, Honduras, bls.lb. .45 - .50
Mexican, bls. .....lb. .19 - .20
Sassafras bark, ord., bls.....lb. .13 - .15
select, bls.....lb. .23 - .25
Savory, bbls. .....lb. .08 - .08½
Saw palmetto berries, bgs.....lb. .16 - .17
Scammony root, bgs.....lb. .06 - .07
Schaeffer's salt, bgs.....lb. .46 - —
Seidlitz mixture, bbls., 5,000 lbs., 1 shipm't..lb. .12⅝- —
smaller lots .....lb. .13⅛- —
kegs, 5,000 lbs., 1 shipm't.lb. .13⅛- —
smaller lots .....lb. .13⅝- —
Senega root, bls.....lb. .60 - .62
Senna leaves, Alexandria, bls.lb. .10 - .11
Tinnevelly, No. 1, bls.....lb. .10 - .11
2, bls.....lb. .07 - .08
3, bls.....lb. .05 - .06
powd., bbls., bxs.....lb. .09 - .10
siftings, bls.....lb. .10 - .11
Pods, bls.....lb. .06 - .07
Serpentaria root, bls.....lb. .95 - 1.00
Shellac, bleached, bonedry, bbls., f.o.b., N.Y..lb. .17½- .18
dlvd. Boston.....lb. .18 - .18½
Chicago .....lb. .18½- .19
Pacific Coast .....lb. .19½- .20
refd., bbls., f.o.b. N. Y....lb. .23 - .24
dlvd. Boston.....lb. .23¼- .24½
Chicago .....lb. .24 - .25
Pacific Coast.....lb. .26 - .27
Garnet, bgs.....lb. .14 - .15
Orange, D.C., VSO., Diamond, cases..lb. .22 - .23
superfine, bgs., f.o.b. Bost., N. Y..lb. .13 - .13½
dlvd. Chicago.....lb. .13½- .14
Pacific Coast.....lb. .16 - .16¼
T N., bgs., f.o.b. Bost., N.Y., lb. .12 - .12½
dlvd., Chicago.....lb. .12½- .13
Pacific Coast.....lb. .15 - .15½
Shellac varnish, orange, 5-lb. cut, bbls..lb. .90 - 1.06
4½-lb. cut, bbls.....gal. .85 - .95
4-lb. cut, bbls.....gal. .80 - .90
white, 5-lb. cut, bbls....gal. 1.05 - 1.15
4½-lb. cut, bbls.....gal. 1.00 - 1.10
4-lb. cut, bbls.....gal. .95 - 1.05
Silica, amorph., dry-grd., 95-97%, 325 mesh, bgs., c.l., works.ton.17.00 - —
l.c.l., 2½ tons, works.ton.19.00 - —
smaller lots, works.ton.20.00 - —
wet-grd., 95-97%, 325 mesh, bgs., c.l., works..ton.18.00 - —
l.c.l., 2½ tons, works.ton.19.50 - —
smaller lots, works.ton.21.00 - —
400 mesh, bgs., c.l., works, ton.35.00 - —
l.c.l., 2½ tons, works.ton.36.50 - —
smaller lots, works.ton.38.00 - —
96-98%, 3.25 mesh., bgs., c.l., works..ton.20.00 - —
l.c.l., 2½ tons, works.ton.21.50 - —
smaller lots, works.ton.23.00 - —
99%, 325 mesh, bgs., c.l., works..ton.22.00 - —
l.c.l., 2½ tons, works.ton.25.50 - —
smaller lots.....ton.27.00 - —
hard-quartz, 140 mesh, bgs., c.l., works..ton.11.00 - —
l.c.l., works.....ton.16.00 - —
Silver, bullion.....oz. .44¾- —
Govt. purchase.....oz. .7757- —
Nitrate, vls.....oz. .32⅝- .34⅝
Nucleinate, bots., cns., 480 ozs., oz. .30 - .31
Proteinate, bots., cns., 480 ozs., oz. .29 - .30
Simarubra bark, bls.....lb. .28 - .30
Skatol, bots.....lb.76.00 -80.00
Skullcap, Eastern, bls.....lb. .30 - .35
Western, bls. .....lb. .18 - .20
Skunk cabbage root, bls.....lb. .18 - .20
Slate flour, bgs., c.l., works..ton. 9.00 - —
l.c.l., works.....ton.10.00 -15.00
Sloe berries, bgs.....lb. .00 - .10
Smalt, black, extra velvet, ctns. lb. .06 - .08
Blue, cts.....lb. .07 - .08⅛
Snakeroot, Canad., bls.....lb. .24 - .26
Soapbark, bls.....lb. .07 - .08
crushed, bls., bbls.....lb. .11 - .12
cut, bls., bbls.....lb. .10 - .11
powd., bbls.....lb. .14 - .15
Soda, abietate, dms.....lb. .13 - —
Acetate, anhyd., dms.....lb. .08¼- —
flake, gran., powd., 60%, dms..lb. .04¼- .05
Alginate, dms.....lb. .69 - —
Antiformiate, bbls.....lb. .14¾- .15¼
Arsenate, dms., dealers' c.l., works..lb. .08 - —
l.c.l., dms., works.....lb. .08½- —
Arsenite, dry, gray, dms., c.l., dealers' works..lb. .07½- .09¼
l.c.l., dms., works.....lb. .08 - .10
white, dms., c.l., dealers' works..lb. .09 - .13
l.c.l., dms., works.....lb. .09½- .13½
liquid, dms., works.....gal. .30 - .33
Arsenite, powd., bbls.....lb. .13 - .14
Soda arsenite, dry, gray prices are ¾c. per pound higher in Chicago: 1c. per pound higher in Houston, Tex., and Colorado. White prices are 1c. per pound higher in Tex. and Colo.
Ash, dense, 58%, bgs., c.l., works..100 lbs. 1.10 - —
l.c.l., Zone 1.....100 lbs. 2.13 - —
2 .....100 lbs. 2.28 - —
3 .....100 lbs. 2.33 - —
4 .....100 lbs. 2.93 - —
bbls., c.l., works....100 lbs. 1.35 - —
l.c.l., Zone 1.....100 lbs. 2.35 - —
2 .....100 lbs. 2.50 - —
3 .....100 lbs. 2.75 - —
4 .....100 lbs. 3.15 - —
bulk, c.l., works....100 lbs. .95 - —
extra light, 58%, bgs., c.l. 100 lbs. 1.08 - —
l.c.l., Zone 1.....100 lbs. 2.08 - —
2 .....100 lbs. 2.23 - —
3 .....100 lbs. 2.48 - —
4 .....100 lbs. 2.88 - —
bbls., c.l.....100 lbs. 1.45 - —
l.c.l., Zone 1.....100 lbs. 2.45 - —
2 .....100 lbs. 2.60 - —
3 .....100 lbs. 2.85 - —
4 .....100 lbs. 3.25 - —
bulk, c.l.....100 lbs. .90 - —
light, 58%, bgs., c.l., works. 100 lbs. 1.05 - 1.08
l.c.l., Zone 1.....100 lbs. 2.08 - —
2 .....100 lbs. 2.23 - —
3 .....100 lbs. 2.48 - —
4 .....100 lbs. 2.88 - —

Soda Ash—Sorbitol

Soda ash, light, 58%, bbls., c.l., works..100 lbs. 1.35 - —
l.c.l., Zone 1.....100 lbs. 2.35 - —
2 .....100 lbs. 2.50 - —
3 .....100 lbs. 2.75 - —
4 .....100 lbs. 3.15 - —
bulk, c.l......**100 lbs. .90 - —**

Soda ash l.c.l. prices are per 100 lbs. f.o.b. recognized warehouse points and include delivery in any quantity to customer's sidewalk within recognized local trucking distance of seller's warehouse. The sales zones are:—Zone 1, E. of Miss. R., but including Davenport and St. Louis, to S. bndry. of Va. and Ky., N. E. States (in Me., N. H., Vt.), special local prices apply for shipts. to various counties; Zone 2, Ala, Fla., Ga., Iowa (except Davenport), E. Kan. (incl. Wichita), Minn., Miss., Mo. (except St. Louis), N. C., Omaha, S.C., Tenn.; Zone 3, Ark., Kan. (W. of Wichita), La., Neb. (except Omaha), N.D., Okla., S.D., Tex. (except El Paso); Zone 4, Ariz., Colo., El Paso (Tex.), Idaho, Mont., Nev., N.M., Spokane, Utah, Wyo.; Zone 5, Calif., Ore., Wash. (except Spokane).

Benzoate, tech., bbls., 4,000 lbs. or more..lb. .39 - —
1,000 to 3,900 lbs.....lb. .40 - —
900 lbs. or less.....lb. .43 - —
USP, bbls., 4,000 lbs., or more..lb. .46 - —
1,000 to 3,900 lbs.....lb. .47 - —
900 lbs. or less.....lb. .50 - —

Soda benzoate, U.S.P., dms., 4,000 lbs. or more..lb. .47 - .48
1,000 to 3,900 lbs.....lb. .48 - .49
900 lbs. or less.....lb. 51 - .53
Bicarbonate, gran., bbls., c.l., works..100 lbs. 2.15 - —
powd., bbls., c.l., works.. 100 lbs. 1.75 - —
l.c.l., divd. N. Y...100 lbs. 2.30 - —
kgs., c.l.....100 lbs. 2.00 - —
l.c.l., divd. N. Y...100 lbs. 2.64 - —
Bichromate, spot, c.l., works lb. .06¾- —
6 cks. or 10 bbls. or over, works..lb. .06¾- —
5 cks. or 9 bbls. or less, works..lb. .07 - —
Bifluoride, bbls.....lb. .12 - —
Bisulphate (see Niter cake).
Bisulphite, powd., bbls., c.l., works..100 lbs. 3.25 - 3.35
l.c.l., works.....100 lbs. 3.50 - 3.60
solution, 32 deg., bbls., c.l., works..100 lbs. 1.30 - —
l.c.l., bbls., works.100 lbs. 1.55 - —
38 deg., bbls., c.l., works. 100 lbs. 1.35 - —
l.c.l., bbls., works.100 lbs. 1.50 - —
35 deg., bbls., c.l., works. 100 lbs. 1.40 - —
l.c.l., bbls., works.100 lbs. 1.65 - —
40 deg.,bbls., works.100 lbs. 1.55 - —
l.c.l., bbls., works.100 lbs. 1.80 - —
Bromide, U.S.P., gran., bbls., 500 lbs..lb. .31 - —
fiber dms.. 100 lbs.....lb. .32 - —
Cacodylate, bots., 5 lbs.....lb. 6.82 - —
jars, 25 lbs.....lb. 6.50 - —
Carbonate (see Soda ash, soda menohydrated soda, sal)

Soda, caustic, flake, 76%, 1, grd., powd., ammon. process, bbls., c.l., works..100 lbs. 2.70 - —
dms., c.l., works...100 lbs. 2.70 - —
l.c.l., Zone 1....100 lbs. 3.55 - 4.90
2 .....100 lbs. 3.70 - 5.05
3 .....100 lbs. 3.95 - 5.30
4 .....100 lbs. 4.35 - 5.70
electro process, dms., c.l., works..100 lbs. 2.70 - —
l.c.l., same zone prices as ammonia process.
liquid, 47-49% buyer's tanks, tanks, works..100 lbs. 1.95 - —
seller's tanks, works..... 100 lbs. 1.97½- —
70%, buyer's tanks, works, 100 lbs. 1.97½- —
seller's tanks, works..... 100 lbs. 2.00 - —
solid, 76%, ammon. process, dms., c.l., works..100 lbs. 2.30 - —
l.c.l., Zone 1....100 lbs. 3.15 - —
2 .....100 lbs. 3.30 - —
3 .....100 lbs. 3.55 - —
electro process, dms., c.l., works..100 lbs. 2.30 - —
l.c.l., same zone prices as ammon. process.

Caustic soda l.c.l. prices are on the same basis as those for soda ash. The same zones are also the same.

Chlorate, dom., cryst., bgs., c.l., works..lb. .06¼- —
l.c.l., works.....lb. .06½- .08
powd., bgs., c.l., works..lb. .06½- —
l.c.l., works.....lb. .07 - .08½

Soda, citrate, U.S.P., VIII, gran., bbls..225 lbs. .20 - —
cns., 50 lbs.....lb. .22 - —
25 lbs.....lb. .24 - .25
kgs., 100 lbs.....lb. .21 - —
U.S.P. X, gran., bbls., 250 lbs. lb. .26½- —
cns., 50 lbs.....lb. .28½- —
25 lbs.....lb. .30½- .31½
kgs., 100 lbs.....lb. .27 - —
powd., bbls., 250 lbs.....lb. .27 - —
cns., 50 lbs.....lb. .29 - —
25 lbs.....lb. .31 - .32
kgs., 100 lbs.....lb. .28 - —
Cyanide, 96-98%, dom., dms..lb. .16½- .17¼
import., cs.....lb. .16¼- .17
Fluoride, white, 90%, bbls., c.l., f.o.b. Phila..lb. .07¼- —
l.c.l., 10 or over, same basis..lb. .07½- —
5-9, same basis.....lb. .08 - —
1-4, same basis.....lb. .08¼- —
95%, bbls., c.l., same basis lb. .07½- —
l.c.l., 10 or over, same basis..lb. .07⅝- —
5-9 same basis.....lb. .08¼- —
1-4, same basis.....lb. .08½- —
Soda fluoride prices at Los Angeles are f.a.s. Phila.
Glycerophosphate, N.F., cryst., bbls., 1,000-lb. lots..lb. 1.00 - —
smaller lots.....lb. 1.15 - —
cns., 25 lbs.....lb. 1.40 - —
powd., bbls., 1,000-lb. lots, lb. 1.05 - —
smaller lots .....lb. 1.20 - —
cns., 25 lbs. .....lb. 1.45 - —
Hydrosulphite, bbls..... lb. .16 - .17
Hydroxide, USP, sticks, cns., 160 lbs..lb. .23 - .24
Hypophosphite, N.F., cns... 100 lbs..lb. .67 - —
Hyposulphite, cryst., large, bbls., 100 lbs. 2.40 - 2.65
pea, bbls. .....100 lbs. 2.50 - 2.65
gran., bbls. .....100 lbs. 2.75 - 3.30
Iodate, jars.....lb. 5.02 - 5.07
Iodide, jars .....lb. 1.90 - 1.95
Mandelate, bots., 5 lbs.....lb. 3.30 - —
jars, 25 lbs. .....lb. 3.20 - —
Metanilate, kgs .....lb. .41 Nom.
Metasilicate, cryst., bbls., c.l., gran., bbls., c.l., works, 100 lbs. 2.15 - —
l.c.l., divd.....100 lbs. 2.60 - 2.80
Molybdate, tech., anhyd., kgs., lb. No prices.
cryst., kgs.....lb. No prices.
Monohydrated, bbls.....100 lbs. 2.00 - —
works .....100 lbs. 2.30 - —
Naphthenate, bbls.....lb. .19 - —
Naphthionate, bbls.....lb. .52 - .54
Nitrate, crude, c.l., 100-lb. bgs., Nov.-June divy, f.o.b. cars producing point or ports, rail or boat shipment..ton.29.00 - —
200-lb. bgs., same basis, ton.28.30 - —
bulk, same basis.....ton.27.00 - —
rfd., gran., bbls., 25..100 lbs. 2.25 - —
5-24 .....100 lbs. 2.40 - —
1-4 .....100 lbs. 2.65 - —
powd., bbls., ton lots....lb. .05⅞- —
smaller lots .....lb .06¼- —
Nitrite, 96-98%, dom., bbls., c.l., works, frt. equalized..lb. .07 - —
c.l., West Coast, f.o.b. f.o.b. ports..lb. .08¼- —
l.c.l. .....lb. .08½- .11⅛
Soda nitrite l.c.l. price range represents delivery at various points.
Oxalate, neut., bbls.....lb. .09 - —
kgs .....lb. .11 - —
Perborate, N.F., bbls., c.l., works..lb. .14¾- —
l.c.l. works.....lb. .15¾- —
Phosphate, dibasic, tech., bgs., c.l., works..100 lbs. 1.70 - —
l.c.l., works.....100 lbs. 1.95 - —
bbls., c.l., works...100 lbs. 1.90 - —
l.c.l., works.....100 lbs. 2.10 - —
monobasic, anhyd., bbls., c.l. 100 lbs. 7.51 - —
l.c.l. .....100 lbs. 8.35 - —
tribasic, bgs., c.l., works 100 lbs. 1.85 - —
l.c.l., works.....100 lbs. 2.25 - —
bbls., c.l., works...100 lbs. 2.05 - —
l.c.l., works.....100 lbs. 2.45 - —
kgs., c.l., works....100 lbs. 2.55 - —
l.c.l., works.....100 lbs. 2.95 - —
Picramate, kgs.....lb. .65 - —
Prussiate, yellow, bbls., works, lb. .10 - .11⅛
Pyrophosphate, anhyd., bbls.lb. .10 - —
cryst., bbls.....lb. .09½- —
Ricinoleate, tech., bbls.....lb. .12 - —
Sal, bgs., dlvd., N. Y....100 lbs. 1.20 - —
works .....100 lbs. 1.00 - —
bbls., dlvd. N. Y.....100 lbs. 1.30 - —
works .....100 lbs. 1.10 - —
Salicylate, bxs.....lb. .52 - —
Sesquisilicate, dms., c.l., works, 100 lbs. 3.00 - —
20 dms. and up, delvd.N.Y.C. 100 lbs. 3.65 - —
5-19 dms.....100 lbs. 4.10 - —
1-4 dms.....100 lbs. 4.30 - —
Silicate, 40° turbid, dms., c.l., works..100 lbs. .80 - —
l.c.l., 5 or more, works, 100 lbs. 1.05 - —
1-4, works.....100 lbs. 1.20 - —
52° dms., c.l., works..100 lbs. 1.25 - —
l.c.l., 5 or more, works, 100 lbs. 1.60 - —
1-4, works.....100 lbs. 1.75 - —
Silicofluoride, dom., bbls....lb. .05¾- .06
import, bbls.....lb. .05⅝- .06
Stannate, dms.....lb. .32 - .35
Stearate, lump, powd., bbls., works..lb. .24 - —
Sulphate, anhyd., bgs., bbls., c.l., works..100 lbs. 1.45 - 1.65
5 tons or over, works, 100 lbs. 1.70 - 1.90
less than 5 tons, works, 100 lbs. 1.95 - 2.15
cryst. (see Glauber's salt).
Sulphite, cryst., bbls., c.l., works..100 lbs. 2.25 - —
l.c.l., 5 tons or over, dlvd. 100 lbs. 2.75 - —
less than 5 tons, dlvd. 100 lbs. 3.00 - —
solid, bbls., c.l., works.100 lbs. 3.00 - —
l.c.l., 5 tons or over, dlvd. 100 lbs. 3.50 - —
less than 5 tons, dlvd. 100 lbs. 3.75 - —
bgs., works.....100 lbs. 2.10 - 2.35
bbls. .....100 lbs. 2.30 - 2.55
powd., bbls., c.l.....100 lbs. 5.25 - —
l.c.l., 5 or more...100 lbs. 5.50 - —
1-4 .....100 lbs. 6.00 - —
Sulphocarbolate, cs.....lb. .27 - .28
Sulphocyanide, dms., cns....lb. .28 - .47
Sulphoricinoleate, bbls.....lb. .12 - —
Thiosulphate (see hyposulphite)
Tungstate, CP., kgs.....lb. No prices
tech., kgs.....lb. No prices
Solvent naphtha, high-flash, dms., works, frt. equald. gal. .36 - —
tanks, same basis.....gal. .31 - —
water-white, dms., works.gal. .35 - —
tanks, E. of Omaha, frt. alld..gal. .30 - —
W. of Omaha, works.gal. .30 - —
Sorbitol, com'l, syrup, dms., basis sorbitol cont., works. lb. .25 - —

CHEMISTRY
THE KEYSTONE OF INDUSTRY

SODIUM ORTHOSILICATE
ANHYDROUS

Persistent research and development by Pennsylvania Salt Manufacturing Company has now made possible the large scale commercial production of *anhydrous* sodium orthosilicate, a greatly superior detergent for a variety of heavy-duty cleaning operations.

This product has a sodium oxide content of 62.5%. It is in the form of dry, white, free-flowing granules that dissolve readily in water. In solutions of low concentration it quickly removes oils, greases, paint, and similar materials from articles to be cleaned, and is applicable for all metals in common use except tin and aluminum. Hot solutions remove all soil normally found on steel except the scale which is removed by pickle acid.

Our highly specialized technical service is always available to help customers with their difficult problems.

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WIDENER BLDG., PHILADELPHIA, PA.
OFFICES: NEW YORK · CHICAGO · ST. LOUIS · PITTSBURGH · TACOMA · WYANDOTTE

TRADE MARK

PENNSYLVANIA SALT
Chemicals

Sparteine sulphate, cns.....oz. 1.10 - 1.15
Spearmint leaves, bls.....lb. .20 - .22
Spikenard root, bls.....lb. .14 - .15
Spruce extract, bbls., works...lb. .01½-
tanks, works.....lb. .01 - —
powd., bgs.....lb. .04½- —
super, bbls., works.....lb. .01⅞- —
tanks, works.....lb. .01⅝- —
Squawvine leaves, bls.....lb. .19 - .20
Squill, red, bls.....lb. .14 - .15
White, bls.....lb. .07 - .08
powd., bbls., bxs.....lb. .12 - .15
St. Ignatius beans, bgs.....lb. .45 - .50
St. John's bread, bls.....lb. .08½- .09
Starch, corn, pearl, bgs..100 lbs. 3.28 - 3.48
powd., bgs.....160 lbs. 3.38 - 3.50
Iodide, bots.....lb. 1.87 - —
Potato, dom., bgs.....lb. .05½ Nom.
import, bgs.....lb. .05½ Nom.
Rice, bbls.....lb. .07¼ Nom.
Wheat, thick boil, bbls.....lb. .07 Nom.
Staveacre seed, bgs.....lb. .25 - .30
Stearin, oleo, bbls.....lb. .09½- .09⅝
Stillingia root, bls.....lb. .09½- .10
Stoneroot, bls.....lb. .09 - .09½
Storax, cs.....lb. .48 - .49
Stramonium leaves, bls.....lb. .11 - .12
Seed, bgs.....lb. .09 - .10
Strontium cromide, fib, dms..lb. .57 - .58
kgs., 150 lbs.....lb. .55 - —
Carbonate, pure, bbls.....lb. .80 - .81
Strontium, iodide, jars, 25 lbs..lb. 2.70 - —
bots., 5 lbs.....lb. 2.76 - —
Nitrate, dom., bbls., c.l., works..lb. .07½- —
25 bbls. and over.....lb. .08¼- —
1-4 bbls. and over.....lb. .08¾- —
import, bbls.....lb. .08½- .09
Strophanthus seed, Kombe, bgs.lb. 1.45 - 1.50
Strychnine, cryst., cns.....oz. .48 - .51
powd., cns.....oz. .38 - .42
Acetate, cns.....oz. .64 - —
Arsenate, cns.....oz. .66 - —
Arsenite, cns.....oz. .64 - —
Glycerophospnate, cns.....oz. .65 - —
Hydrochloride, cns.....oz. .64 - —
Hydrophosphite, cns.....oz. .75 - —
Nitrate, cns.....oz. .58 - —
Phosphate, cryst., cns.....oz. .65 - —
Sulphate, cryst., cns.....oz. .42 - .45
powd., cns.....oz. .52 - .55
Styralyl acetate, bots.....lb. 6.75 - 7.00
Sucrose octa - acetate, denat. grade, bbls., l.c.l., works.lb. .45 - —
tech., bbls., l.c.l., works....lb. .40 - —
Sugar coloring, bbls.....gal. .75 - 1.10
Milk, bbls, c.l.....lb. .15 - —
l.c.l., 10 or over.....lb. .16 - —
less than 10.....lb. .17 - —
Sulfanilamide, 5 lb. bots.....lb. 2.20 - —
fib., dms., 1,000 lbs., 1 delivery. lb. 1.25 - —
100 lbs.....lb. 1.20 - —
Sulphonethylmethane, kgs.....lb. 6.75 - 6.80
Sulphonmethane, kgs.....lb. 6.25 - 5.80
Sulphur, crude, bulk, 1,000 tons, mines, contracts, long ton. 18.00 - —
c.l., spot, nearby, long ton. 21.00 - —
ex vessel, Balto., N. Y., Phila., Southern ports, long ton. 22.00 -25.00
Bost., Portland..long ton. 22.50 -25.50
flowers, bgs., c.l., works.100 lbs. 3.00 - —
bbls., works.....100 lbs. 3.25 - —
l.c.l., bgs., works..100 lbs. 3.35 - 3.75
bbls, wks.....100 lbs. 3.70 - 4.10
refined, broken, bgs., c.l., works..100 lbs. 2.15 - —
bbls., works.....100 lbs. 2.30 - —
l.c.l., bgs., works..100 lbs. 2.50 - 2.90
bbls., works.....100 lbs. 2.65 - 3.05
flour, com'l., bgs., c.l., works, 100 lbs. 1.65 - —
bbls., c.l., works..100 lbs. 1.85 - —
l.c.l., bgs., works..100 lbs. 1.95 - 2.35
bbls., works.....100 lbs. 2.30 - 2.70
extra fine, bgs., c.l., works. 100 lbs. 2.85 - —
bbls., works....100 lbs. 3.20 - —
heavy, bags., c.l., works. 100 lbs. 2.55 - —
bbls., works....100 lbs. 2.90 - —
l.c.l., bgs., works..100 lbs. 2.90 - 3.30
bbls., works....100 lbs. 3.25 - 3.65
light, bgs., c.l., works..... 100 lbs. 2.65 - —
bbls., works....100 lbs. 3.00 - —
l.c.l., bgs., works..100 lbs. 3.00 - 3.40
bbls., works....100 lbs. 3.35 - 3.75
rock, virgin, bbls., c.l., works, 100 lbs. 2.30 - —
l.c.l., bbls., works.100 lbs. 2.15 - —
roll, bgs., c.l., works..100 lbs. 2.35 - —
bbls., works....100 lbs. 2.50 - —
l.c.l., bgs., works..100 lbs. 2.70 - 3.10
bbls., works....100 lbs. 2.85 - 3.25
Chloride, 55-gal. dms., c.l...lb. .03 - —
l.c.l., dms., works.....lb. .04 - —
10-gal. dms., c.l.....lb. .07 - —
l.c.l. .....lb. .08 - —
Dioxide, liq., com'l, cyls., works..lb. .07 - .09
multi-unit cars, works..lb. .04½- .07
tanks, works .....lb. .04 - .05
refrigeration, cyls., works.lb. .16 - .40
multi-unit cars, works..lb. .07½- .10
Iodide bots., jars.....lb. 3.80 - 3.85
Sumac, grd., Sillcian, bls....ton. 61.00 - —
leaf, bales.....ton. 66.00 - —
Extract, 42°, bbls.....lb. .05¼- .06¾
51°, bbls.....lb. .06½- .08½
stainless, bbls.....lb. .08½- .09¼
Sunflower seed, Calif., large, bgs., lb. .05½- .06
medium, bgs.....lb. .05¼- .05¾
poultry, bgs.....lb. .04½- .05
Superphosphate, guaranteed, 16%, bulk, f.o.b. cars, boat, Balto. ton. 9.00 - —
run-of-pile, basis 16%, bulk, same basis..ton. 8.50 - —
triple, 44-45%, a.p.a. bulk, f.o.b. Balto..unit-ton. .85 Nom.

T

Talc, dom., Calif., 1, bgs., c.l., mills..ton. 20.00 - —
2, bgs., c.l., mills.....ton. 17.00 - —
N.Y., fibrous, 93-94%, 325 mesh, bgs., c.l., mills. ton. 14.00 - —
l.c.l., mills.....ton. 16.00 - —
96.98%, 325 mesh, bgs., c.l., mills..ton. 15.00 - —
l.c.l. mills.....ton. 17.00 - —
98-99¼%, 325 mesh, bgs., c.l. mills..ton. 15.25 - —
l.c.l., mills.....ton. 17.25 - —
99.85-99.95% 325 mesh, bgs., c.l., mills..ton. 17.00 - —
coarse, off color, bgs., c.l., mills..ton. 11.00 -13.00
Ohio, alum-magn. type, grd., bgs., c.l., mills..ton. 21.00 - —
l.c.l., mills.....ton. 24.00 - —
Vermont, bgs., c.l., mills..ton. 14.00 - —
l.c.l., ex whse.....ton. 25.00 - —
import, Canad., bgs., c.l., dlvd..ton. 28.00 - —
l.c.l., dlvd.....ton. 28.50 - —
French, high-grade, bgs, l.c.l., ex whse..ton. 45.00 -60.00
ordinary, bgs., c.l., ex dock, arrival..ton. 23.00 -25.00
l.c.l. ex whse.....ton. 27.50 -32.50
Talc, import., Italian, 1, bgs., ex dock, arrival..ton. 65.00 -67.00
ex whse.....ton. 85.00 - —
2, bgs., ex dock, arrival.ton. 60.00 -62.00
Tallow, animal, edible, bbls...lb. .07¾ Nom.
extra, loose, works.....lb. .06⅞- —
special, loose, works.....lb. .05⅞- .06
sulphonated 35% (24% fat), dms., c.l..lb. .07 - —
l.c.l. .....lb. .07½- —
50% (43% fat), dms., c.l..lb. .07½- —
l.c.l .....lb. .08 - —
50% (48% fat), dms., c.l..lb. .08 - —
l.c.l .....lb. .08½- —
Tamarinds. W. I., bbls.....lb. .06 - .06½
kegs .....keg. 5.00 - 5.25
Tankage, animal, dom., grd., 10-12%, ammon., 15-20% b.p.l., bulk.....unit-ton. 3.20 & .10
unground, 9-11% ammon., 15-20% b.p.l., bulk..... unit-ton. 3.10 & .10
fertilizer grade, 10-11% ammon., 15-20% b.p.l., bulk, Chicago..unit-ton. 2.75 & .10
high-grade feeding, bulk, Chicago..unit-ton. 3.00 & .10
import., S. Amer., 10-12% ammon., 15% b.p.l., bulk, c.i.f. ports, shipt. unit-ton. 3.35 & .10
Tansy leaves, bls.....lb. .18 - .20
Tapioca flour, bgs.....lb. .03¼- .03½
Tar acid oil, 15%, dms., c.l., works..gal. .22½- —
l.c.l., same basis.....gal. .25½- —
25%, dms., c.l., works....gal. .26½- —
l.c.l., same basis.....gal. .29½- —
Pine, retort, dms., e.c.l., dlvd. E. cities..gal. .26 - —
dlvd. ports.....gal. .25 - —
l.c.l. .....gal. .26 - —
tanks, dlvd. E. cities....gal. .20 - —
Tartar emetic tech., fine gran., bbls., 5 or more..lb. .26¾- —
less than 5.....lb. .27 - —
powd., bbls., 5 or more..lb. .26¾- —
less than 5.....lb. .27 - —
USP, powd., bbls.....lb. .32 - .32½
Terebene, cns.....lb. .70 - .75
Terpinyl acetate, cns.....lb. .80 - 1.00
Terpin hydrate, kgs.....lb. .45 - .46
Terpineol, CP, cns.....lb. .26 - —
dms.....lb. .23 - —
Terpineol, alpha, denat. grade, dms., c.l., wks., net wgt..lb. .17 - —
Terra alba (see Gypsum).
Terra alba (see Gypsum).
Tetrachloroethane, dms.,works.lb. .08 - .08½
Tetrachloroethylene, CP, dms..lb. .21½- —
tech., dms.....lb. .10½- —
Tetralin, dms.....lb. .12 - —
Thallium sulphate, 99% pure, dms. works..lb. 7.25 - 7.50
Theobromine, cns.....lb. 1.85 - 1.95
Sodiosalicylate, cns.....lb. 1.65 - 1.75
Thiocarbanilide, dms.....lb. .20 - —
Thorium nitrate, cs., works...lb. 2.00 - —
Thyme, French, bls.....lb. .20 - .21
Thymol, bots., 100 lbs.....lb. 1.65 - —
smaller lots.....lb. 1.70 - 1.95
Iodide, kgs., 50 lbs.....lb. 3.15 - 3.20
25 lbs.....lb. 3.25 - 3.30
Timbo root, powd., imp't., 5% rotenone, bbls., ex-dock, approved assay, 15 tons, lb. .26 - —
5 tons, same bases....lb. .27 - —
4% rotenone prices 5c. per lb., less.
Tin crystals, bbls., kgs.....lb. .35 - .35½
Metal, Straits.....lb. .44¼- —
Oxide, bbls.....lb. .52 - .54
Tetrachloride, anhyd., bbls...lb. .22¾- —
Titanium, dioxide, bgs., c.l. (20 tons), E. frt. alld..lb. .16 - —
Pac. cst., f.o.b. terminals, lb. .16 - —
l.c.l., 1,000-39,999 lbs., E. dlvd..lb. .16½- —
Pac. cst., ex whse...lb. .16½- —
50-999 lbs., E. dlvd.....lb. .16¾- —
Pac. cst., ex whse....lb. .16¾- —
under 50 lbs., E. dlvd..lb. .19 - —
Pac. cst., ex whse....lb. .19 - —
bbls., c.l., (20 tons) E., frt. alld..lb. .16¼- —
l.c.l., 1,000-39,999 lbs., E. dlvd..lb. .16¾- —
50-999 lbs., E. dlvd.....lb. .17 - —
phthalate-treated, bgs., c.l., (20 tons) E. frt. alld..lb. .24 - —
Pac. cst., f.o.b. terminal.....lb. .24 - —
l.c.l., 1,000-39,999 lbs., E. dlvd..lb. .24½- —
Pac. cst., ex whse..lb. .24½- —
50-999 lbs., E. dlvd...lb. .24¾- —
Pac. cst., ex whse...lb. .24¾- —
under 50 lbs.....lb. .27 - —
bbls., c.l. (20 tons) E. frt. alld..lb. .24¼- —
l.c.l., 1,000-39,999 lbs., E. dlvd..lb. .24¾- —
50-999 lbs., E. dlvd...lb. .25 - —
pigment, barium, calcium, or magnesium base, bgs., c.l., E. frt. alld.....lb. .05⅞- —
Pac. cst., f.o.b. terminal. lb. .05⅞- —
l.c.l., E. dlvd.....lb. .06¼- —
Pac. cst., ex whse..lb. .06¼- —
under 50 lbs., E. dlvd.lb. .06⅞- —
bbls., c.l., E., frt. alld...lb. .06¼- —
l.c.l., E. dlvd.....lb. .06⅝- —
Tolidin base, kgs.....lb. .88 - .90
distilled, kgs.....lb. .95 - 1.00
Tolu, balsam, cns.....lb. .48 - .50
Toluidin, mixed, dms.....lb. .26 - —
Toluol (toluene), pure, dms., works..gal. .35 - —
tanks, E. of Omaha, frt. alld. gal. .30 - —
W. of Omaha, works....gal. .30 - —
Tonga vine, NF, bls.....lb. .28 - .30
Tonka beans, Angostura, cks..lb. 2.50 - 2.60
Triacetin, dms.....lb. .36 - —
Triamyl borate, dms., l.c.l., works..lb. .27 - —
Triamylamine, dms., c.l., works, lb. .77 - —
l.c.l. works.....lb. .80 - —
Tributylamines, dms., l.c.l., works lb. .70 - —
Trichloroethylene, dms., c.l., works, frt. alld. E. of Rockies..lb. .089 - —
W. of Rockies.....lb. .099 - —
l.c.l., works, frt. alld., E. of Rockies..lb. .094- —
W. of Rockies.....lb. .104 - —
Tricresyl phosphate, CP, cns., dlvd..lb. .42 - .53
dms., c.l., dlvd.....lb. .36 - —
500 lbs., dlvd.....lb. .39 - —
tech., 1, cn., dlvd.....lb. .30 - .41
dms., c.l., dlvd.....lb. .26½- —
500 lbs., dlvd.....lb. .27 - —
2, cns., dlvd.....lb. .28 - .29
dms., c.l., dlvd.....lb. .24½- —
500 lbs., dlvd.....lb. .25 - —
Triethanolamine, dms., c.l., works, lb. .21 - —
l.c.l., works.....lb. .22 - —
tanks, works.....lb. .20 - —
Triethyleneglycol, dms., l.c.l., works..lb. .26 - —
Triphenyl phosphate, dms....lb. .34 - .38
Tripoli, air-floated, bgs., c.l., works..ton. 25.00 - —
l.c.l., ex whse., N.Y....ton. 40.00 - —
1 ton, works.....ton. 30.00 - —
1 bg., works.....bag. 4.00 - —
Tripoli, double-grd., bgs., c.l., works..ton. 17.00 - —
l.c.l., 1 ton, works.....ton. 22.50 - —
1 bg., works.....bag. 3.50 - —
once-grd., bgs., c.l., works..ton. 15.00 - —
l.c.l., 1 ton, works.....ton. 20.00 - —
1 bg., works.....bag. 3.00 - —
Trisodium phosphate (see Soda phosphate, tribasic).
Tungsten metal, powd., 98%, dms., lb. No prices
99%, dms.....lb. No prices
Oxide, CP, kgs.....lb. No prices
tech., kgs.....lb. No prices
Turmeric root, Alleppey, bgs..lb. .05½- .06
Madras, bgs.....lb. .06½- .07
Turpentine, spirits, gum, bbls., c.l., ex dock..gal. .32¼- —
l.c.l., 10, ex dock.....gal. .34¼- —
5, ex dock.....gal. .36¼- —
wood, dest.-dist., dms., c.l., dlvd, E. cities, ports...gal. .36 - —
l.c.l., same basis....gal. .38 - —
tanks, dlvd. E. cities..gal. .33 - —
steam-dist., dms., c.l., dlvd.gal. .30 - —
l.c.l., dlvd.....gal. .33 - —
tanks, dlvd.....gal. .25 - —

U

Unicorn root, false (see Helonias root).
True (see Aletris root.)
Uranium oxide, kgs.....lb. 1.50 - —
Urea, dom., 46 + % N, bgs., 5 tons, f.o.b. Atl. ports or Belle, W. Va..ton. 95.00 - —
smaller lots, f.o.b. Belle, W. Va..ton. 95.00 - —
f.o.b. N. Y.....ton. 101.00 - —
import, 46% N. bgs., 5 tons, f.o.b. Atl., Gulf ports or Belle, W. Va., shipt.ton. 95.00 - —
smaller lots, f.o.b. N. Y. from whse. 101.00 - —
pure, cs.....lb. .14½- .15½
Urea-ammonia liquor 35% ammon., tanks, f.o.b. Belle, W. Va., or Atl. Gulf ports. NH_3 unit. No prices.
Uva ursi leaves, bls.....lb. .12 - .13

V

Valerian root, bls.....lb. .12 - .13
Valonia, beards, bgs., shipt..ton. 52.00 - —
Cups, bgs., shipt.....ton. 35.00 - —
Vanila beans, Bourbon, tins...lb. 3.50 - 4.00
Mexican, tins.....lb. 4.25 - 4.50
cut, tins.....lb. 4.00 - 4.25
South American, tins.....lb. 4.00 - 4.25
Vanillin, ex eugenol, 25-lb. tins.lb. 3.10 - —
5-lb. tins.....lb. 3.20 - —
Vanillin, ex guaiacol, 10c. per lb. less.
Venice turpentine, true, cs....lb. .42 - .44
Verdigris, bbls., kgs.....lb. .24 - .30
Violet, methyl, toner (see M).
V.M.P. naphtha (see petroleum naphtha, v.m.p.).

W

Wahoo root bark, bls.....lb. .55 - .57
Tree bark, bls.....lb. .25 - .26
Wattle bark, bgs., shipt.....ton. 41.75 -43.75
Extract, bbls.....lb. .04¾- —
Wax, bayberry, import, bgs...lb. .16⅝ .17
Bees, white, bleach, slabs, cs., 500 lbs. .39 - .45
yellow, crude, Africa, bgs., lots of 10..lb. .26 - .26½
1 bg.....lb. .26½- .27
Brazil, Chile, bgs., 5-10 tons..lb. .29½- .30
1 ton.....lb. .30 - .30½
500 lbs.....lb. .30½- .31
100 lbs.....lb. .31 - .31½
refd., slabs, cs., lbs...lb. .35 - .39
Candelilla, bgs., 1 ton.....lb. .14½- .15½
jobbing lots .....lb. .15 - .16
Carnauba, No. 3, bgs., chalky, 1 ton..lb. .35 - .36
5 bgs.....lb. .35½- .36½
1 bg.....lb. .36 - .37
N. C. 2, bgs.....lb. .39 - .40
N. C. 3, bgs., 1 ton.....lb. .35½- .36
5 bgs.....lb. .36 - .36½
1 bg.....lb. .36½- .37
refined, bgs.....lb. .40 - .40½
yellow, No. 1, bgs., 1 ton..lb. .44½- .45½
5 bgs.....lb. .45 - .46
1 bg.....lb. .45½- .46½
No. 2, bgs.....lb. .43½- .44½
Ceresin, dom., 138°-140° m.p., bgs., 1 ton..lb. .08½- —
jobbing lots.....lb. .09½- —
150°160° m.p., bgs., 1 ton.lb. .09½- —
jobbing lots.....lb. .10½- —
160° m.p., bgs., 1 ton.....lb. .10½- —
jobbing lots.....lb. .11½- —
Japan, cs.....lb. .10¾- .11
Montan, bgs., c.l.....lb. .11 - —
5 tons.....lb. .11¼- .11⅝
less than 1 ton.....lb. .11½- .12
Ozokerite, hard green, congeal p. 66°-68° C., bgs..lb. .62 Nom.
70°-72° C., bgs.....lb. .35 Nom.
74°-76° C., bgs.....lb. .38 Nom.
Ozokerite, snow-white, pure 76°-78° C., bgs..lb. .45 - .46
yellow, natural, 76°-78° C., bgs..lb. .35 - .36
Paraffin (see P).
Spermaceti, blocks, cs.....lb. .23 - .24
cakes cs.....lb. .24 - .25
White lead (see Lead, white).
White pine bark, rossed, bls...lb. .06 - .06½
White precipitate, powd., bots. 5 lbs..lb. 1.99 - —
dms.....lb. 1.86 - 1.88
Whiting, chalk, com'l., dry-grd., blp. bgs., c.l., works.ton. 12.00 - —
l.c.l., works.....ton. 14.00 - —
bbls., c.l., works.....ton. 15.00 -16.50
l.c.l., works.....ton. 17.00 - —
pap. bgs., c.l., works.ton. 11.20 -13.50
l.c.l., works.....ton. 13.20 -14.50
wet-grnd., blp., bgs., c.l., works..ton. 14.50 -15.00
l.c.l., works.....ton. 15.00 -19.00
bbls., c.l., works.....ton. 17.00 -18.00
gilder's bolted, blp. bgs., c.l., works..ton. 15.00 - —
l.c.l., works.....ton. 16.00 - —
bbls., c.l., works.....ton. 18.00 -19.50
l.c.l., works.....ton. 19.00 -20.00
pap. bgs., c.l., works.ton. 14.60 -15.50
l.c.l., works.....ton. 15.60 -16.50

Sparteine—Yellow, Ocher

Whiting, chalk, gilders, extra bolted, blp., bgs., c.l., workston. 15.00 - —
l.c.l., works.....ton. 16.00 - —
bbls., c.l., works.....ton. 18.00 -22.50
l.c.l., works.....ton. 19.00 -22.00
pap. bgs., c.l., works.ton. 14.60 -17.50
l.c.l., works.....ton. 15.60 -18.50
Paris white, blp., bags., c.l., works..ton. 15.00 - —
l.c.l., works.....ton. 16.00 - —
bbls., c.l., works.....ton. 18.00 -24.00
l.c.l., works.....ton. 19.00 -25.00
pap. bgs., c.l., works..ton. 14.60 -20.00
l.c.l., works.....ton. 15.60 -21.50
English cliffstone (see Whiting, chalk, Paris white).
limestone, air floated, 99.75%, 200 mesh, paper bgs., c.l., works..ton. 9.35 - —
99.75% 200 mesh, paper bgs., c.l., same basis..ton. 8.60 - —
90% 200 mesh, paper bgs., c.l., same basis..ton. 6.25 - —
gilders, bgs. (extra), c.l., works..ton. 11.50 - —
l.c.l., 5-20 tons, works.ton. 12.50 - —
4-5 tons, works.....ton. 13.50 - —
2-4 tons, works.....ton. 14.50 - —
extra, bgs., (extra), c.l., works..ton. 12.50 - —
l.c.l., 5-20 tons, works. ton. 13.50 - —
4-5 tons, works.....ton. 14.50 - —
2-4 tons, works.....ton. 15.50 - —
putty grade, bgs. (extra), c.l., works..ton. 11.00 - —
l.c.l., 5-20 tons, works.ton. 12.00 - —
4-5 tons, works.....ton. 13.00 - —
2-4 tons, works.....ton. 14.00 - —
water-floated, bgs, (extra), c.l., works..ton. 11.50 - —
l.c.l., 5-20 tons, works.ton. 12.50 - —
4-5 tons, works.....ton. 13.50 - —
2-4 tons, works.....ton. 14.50 - —
Precipitated, bgs., c.l., works. ton. 15.00 - —
l.c.l., 5 tons, works....ton. 20.00 - —
smaller lots, works. ..ton. 25.00 - —
Wild cherry bark, thick, natural, bls..lb. .04½- .05
rossed, bls.....lb. .06½- .07
thin, natural, bls.....lb. .06½- .07
rossed, green, bls.....lb. .10 - .11
Wild indigo root, bgs.....lb. .09 - .10
Witch-hazel extract, dist., NF, bbls..gal. .40 - .45
Leaves, bls.....lb. .08 - .08½
Witherite (see Barium carbonate, natural).
Woodflour, dom., fine, bgs., extra, c.l., works..ton. 25.00 - —
standard, bgs., c.l., works.. ton. 20.00 - —
import, 40-60 mesh, bgs., ex dock..ton. 20.00 - —
70-80 mesh, bgs., ex dock.ton. 22.00 - —
100 mesh, bgs., ex dock...ton. 27.00 - —
120 mesh, bgs., ex dock...ton. 33.00 - —
Wormseed, American, bgs....lb. .10 - .11
Levant, bgs.....lb. 3.90 - 4.00
Wormwood, bls.....lb. .09 - .10

X

Xylol (xylene), coml., dms., works..gal. .35 - —
tanks, E. of Omaha, frt. alld., gal. .30 - —
W. of Omaha, works...gal. .30 - —
nitration tanks, E. of Omaha, frt. alld...gal. .41 - —
W. of Omaha, works....gal. .41 - —
5°, dms., works.....gal. .41 - —
tanks, E. of Omaha, frt. alld., gal. .36 - —
W of Omaha, works....gal. .36 - —
10°, dms., works.....gal. .38 - —
tanks, E. of Omaha, frt. alld., gal. .33 - —
W. of Omaha, works....gal. .33 - —
Xylidin, mixed, dms.....lb. .35 - .36

Y

Yara yara, cryst., cns.....lb. 1.25 - 1.50
Yellow, cadmium, CP, import., bxs..lb. 1.80 - 2.50
lithopone, all shades, bbls., 1 ton, works, frt. alld.lb. .51 - —
smaller lots, same basis, lb. .56 - —
kgs., ton lots, same basis, lb. .56 - —
smaller lots, same basis, lb. .61 - —
sulphide, orange, bbls., works, lb. 1.50 - 1.60
Chrome, CP, bbls., dlvd. N. of Tenn. and N.C., E. of Miss. R., including Davenport, Minneapolis, Rock Island, St. Louis, St. Paul, contracts..lb. .14½- —
open order.....lb. .15½- —
Chrome yellow CP prices are ½c. higher dlvd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Tex., (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; ½c. higher dlvd. Pac. coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
Dutch pink, bbls.....lb. .09 - .11
Hansa, bbls., same basis, chrome..lb. 1.37 - —
Mercury oxide (see M).
Ocher, Amer., golden, A, bbls., works..lb. .06¼- —
B, bbls., works.....lb. .04½- —
C, bbls., works.....lb. .03½- —
yellow, A, bbls., works...lb. .02¾- —
B, bbls., works.....lb. .02½- —
C, bbls., works.....lb. .02 - —
D, bbls., works.....lb. .0195- —
E, bbls., works.....lb. .01775- —
F, bbls., works.....lb. .01¼- —
G, bbls., works.....lb. .01¼- —
H, bbls., works.....lb. .01¼- —
French, all shades, cks., c.l., ex dock, Balto, Boston, N. Orleans, for import, lb. .02475- —
New York (f.o.b.)..lb. .02¾- —
Philadelphia, for import..lb. .02¾- —
Portland, Seattle....lb. .03 - —
San Pedro, S. Francisco..lb. .0290- —
l.c.l., ex dock, Balto., Boston, N. Orleans. lb. .02575- —
New York.....lb. .02½- —
Philadelphia, for import..lb. .02¾- —
Portland, Seattle..lb. .03½- —
San Pedro, S. Francisco..lb. .03 - —

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Housing Needs Are a Duty

An analysis of the causes of the slowing down of the construction of residential building is to be undertaken by the Chamber of Commerce of the United States in a conference to be held during the coming week. A speaker at the recent meeting of the American Public Health Association declared that 6,000,000 housing units are needed in the United States. The obviousness of the opportunity for the construction industries to do much good for themselves, as well as for the public, needs no additional emphasis.

Much talk there is to the effect that the sluggishness of residential building is caused by high cost of materials and of labor. How much truth there is in this excuse is problematical. Reliable, well-informed and experienced persons apparently are of a different opinion because they aver that they can construct dwelling units well within the allegedly low limits set in the housing act. There is reason to believe that the availability of governmental funds will remove the real handicap of financial reluctance.

The housing problem presents for the consideration of the construction industries what may well be called a public duty. This duty is to meet the housing needs; it involves finding out, not only how this can be done, but also and more importantly, what has hampered, what does hamper, the doing of it. The chamber of commerce's conference should be a purposeful assembling of all divisions of the construction industries, ready to do whatever may be indicated as necessary for the promotion of their best interests.

Particularly is the paint, varnish, and lacquer industry to be interested in the movement to relieve the need for proper housing for that part of the public which is obliged to put up with conditions that are far from satisfactory. The industry owes as much to its devotion to public service as it does to its own interests to join vigorously in the development of effective housing plans. It cannot afford to stay out of this movement, for already the trend in construction is in a direction that not only would minimize the use of protective coatings, but also would make houses cost more.

Friends and Relations

In the last week in October, speaking on different days, in different places, and to groups whose interest in business differed in point of contact—the only difference there is—two business leaders, nationally known for ability and foresight, although approaching the matter from differently designated angles, presented clearly the major problem of business management today. The president of the National Paint, Varnish and Lacquer Association was talking about the relations of employers and their employees. The other speaker, also connected with a division of the construction industry, speaking to business men assembled in their character of advertisers, declared that the making of friends for industry among the public was the most important job now facing management.

The public is made up—disregarding the several varieties of parasitical members—of employers and employees, and of course the latter constitute the very large majority, although it is not always recognized to what extent the individual has a dual role. Professional men are the employees alike of those who are employers in industry and commerce and those who are employees; and, what is more important and not so well appreciated, so are the employers who operate the distributing agencies by which the public is served.

So, the basis of a friendly economic community is the relation between employer and employee, a relationship that is universal and reciprocal. The man who does not pay for goods or services that he receives is in the same category as the man who does not pay living wages and the man who does not give full value in goods or services supplied.

It is fundamental that the only measure of friendly deserts is that of value given for value got. And because the friendship of the public must be sought with full appreciation of the fact that the great majority of the public regards itself as employee, the best place for management to start its seeking is in its own relations with its own employees. Friendly treatment planted there will flourish, spread widely, and bear worthwhile fruit.

—O-P-D—

Business Pays All Taxes

Hearings on proposals to revise the methods, if not the system, of Federal taxation are getting under way in Congress, although it is not expected that the tax question as a whole will be taken up in the special session that opens next week. Of this, however, there can be no certainty, and it is well within the bounds of probability that circumstances may keep the Congress in practically continuous session far into the coming year, and that the consideration of taxes already begun will occupy more than a little of the time henceforward.

There can be no question that the construction of a new tax system is highly desirable; although many of the existing bases that are widely opposed are not so much objectionable in principle as they are obnoxious in particulars. A revision of the definitions of these taxes would do much toward making them acceptable; for it cannot be denied that the objections to them do not reach to fundamentals but rather represent the ancient attitude of opposition to bearing a tax as long as there is a possibility of passing the burden to somebody else.

Business must bear the burden of taxation in whatever form it is imposed. The clear, simple reason for this is that business is the sole source of the wealth of a nation, and it is only from its wealth—in cash or in credit—that a nation can derive revenue. Wise it is then that the methods of taxing business—the sole source of taxes—be so devised that they do not hamper business in its creation of national wealth. This devising cannot, of course, be achieved as long as artificial means or specious arguments, designed to bolster a prejudicial attitude toward a tax, are the only contribution to the task of constructing a system of taxation. There must be constructive, realistic participation in the constructing by those who know that the less they provide in the way of a basis of taxation the larger will be the share consumed by taxes.

Business should convene a tax conclave. The purpose thereof should be honestly and intelligently to propose and further open taxes—there are those who like hidden taxes because they can pass them along and make a profit on them. The only open taxes are income taxes and sales taxes. The latter term is something of a taboo, although there are many sales taxes today masquerading under other designations. And the sales tax should be a consumers' tax, not a manufacturers' tax that can be and is pyramided and reaches the payer in an impenetrable disguise.

The proposed farm legislation includes a sales tax—processing and compensating taxes is its guise—that will be pyramided, will cost the consuming public, which must get its money from business, several times the amount that will be received by the government as revenue. Of course this difference will be collected by business. But, where is the ordinary sense in trying to fool oneself that a profit made by pyramiding a tax comes from anybody's pocket but one's own?

—O-P-D—

Farm Relief By Chemistry

The chemical industry, with its almost omnipotent scientific allies, would do well to undertake a program of its own directed to farm relief. It has of course the farm chemurgic idea at its disposal, but a better program would be headed in the other direction; would carry the potential ability of the industry to the relief of agriculture from serious handicaps.

Two objectives present themselves. One is the destruction of the myriads of insect pests in their Winter sleep. The other is the development of a cheap material that can be applied to plowed land in the Spring, which possesses perhaps some soil-enriching property; and which, without being deleterious, does have a hygroscopic property that will make it effective as a preventive of the destructive effects of wind erosion.

It would be possible, it might be commercially practicable, to develop a farm-relief material combining the property of killing insect eggs with that of preventing dust storms. While insect pests and dust storms are effective crop-controlling agencies, the fact remains that the best form of farm relief, in spite of theories that differ, is to increase productivity and thus make the cost of production so low that all the world's markets are opened to the American farmer. With the cost of farm products thus reduced, competition in world markets could be based on price, and there would be no need for bargaining to swap these products for those of foreign manufacturers.

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MANGANESE GLUCONATE
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Tanners Council Scans Laws and Trade Outlook

(Continued from page 5)

also suggested possibilities of sales development in industries other than those using leather in the past. He said he believed new demands of importance could be awakened for leather. He also said there were many ways remaining for improving business conditions.

"Without attempting to regulate prices," he asserted, "you can set up and maintain standards on credit terms, on sales contracts, on such matters as prepaid freights, returns and allowances, allowances for advertising, etc. And if they are not completely observed, do not lose heart."

Selling Plan Needed

J. C. Aspley, president of the Dartnell Corporation, in an address charged the industry had, in most cases, no organized, systematic plan for selling leather at a profit. The merchandising or distributing philosophy of the industry pivots around price, he declared. And price, he said, is the springboard of most of the troubles of the industry. He laid selling problems to the door of both the management and the salesman in the industry. He said management was not using the controls available to it. Foremost, he thought, is the control of the salesman's effort through proper compensation plan. He said the right kind of compensation plan is more than a means of paying salesmen; it is a means of directing their energy and efforts into channels spelling adequate profits for all.

Warren Bishop, editor of Washington Newsletter for Manufacturers, predicted that the President's legislative program, if it goes through, will be much modified by congress. He said he did not look for any important renewal of the supreme court fight at the coming session.

Harvey G. Ellers of Armour & Co. urged better understanding between the men who work in the plants and those who direct operations.

Another speaker was Dr. Stanley High, political commentator, who discussed coming political events and trends.

A. W. Zelomek, economist, analyzed conditions affecting market trends and discussed probable events to come in the future.

Irving R. Glass, economist for the council, spoke on the undistributed profits tax from the standpoint of tanners.

Hercules Appoints Kolb Director of Purchases

The Hercules Powder Company, Wilmington, Del., has appointed Harry F. Kolb, San Francisco, director of purchases to succeed Ralph B. McKinney, who has been assigned to special duties with the paper makers chemical division of the company. Mr. Kolb, now assistant manager of the San Francisco office, will assume his new duties in Wilmington about December 1, the date Mr. McKinney's transfer becomes effective.

Mr. Kolb has been associated with the purchasing field his entire business career. In 1905 he went with the California Powder Works. When that plant became part of the Hercules company in 1913, Mr. Kolb was named Western purchasing agent and in 1934 became assistant manager of the San Francisco office.

Window Glass Makers Hit on Trade Practices

(Continued from page 5)

spondent manufacturers through such quantity buyers; compelled carload lot buyers and other buyers to pay up to 7½ percent more for window glass of the same grade and quality than the price quoted to and paid by quantity buyers; agreed that on sales to carload lot buyers and other buyers the manufacturers were to receive 2½ percent and the quantity buyers 5 percent of the 7½ percent price differential; adopted a policy of precluding two or more dealers from making pooled purchases in carload lots and prevented carload lot buyers from reconsigning or diverting carloads to other dealers, and refused to sell in carload lots directly to any buyer except approved quantity buyers.

Practices Forbidden

Certain parts of the order are directed against all of the respondents, requiring them to cease and desist from engaging in, pursuant to any combination or conspiracy, the following practices:

Adopting any standard of classification of dealers in window glass to be used as a test of eligibility for such dealers to purchase from the manufacturers; publishing any list of dealers for use by members of the manufacturers' association or other manufacturers for the purpose of accomplishing anything prohibited by the order; collecting or disseminating information concerning the pricing policies, trade practices, facilities or function of any dealer for the purpose of accomplishing anything prohibited by the order; preventing any dealer from freely purchasing window glass usually handled by members of the manufacturers' association, or from freely competing with members of the distributors' association or others engaged in a similar business; hindering dealers from dealing with one or more of the members of the manufacturers' association upon as favorable terms and conditions as usually are accorded by such manufacturers to their customers generally; preventing two or more dealers from pooling, reconsigning, or diverting purchases, and entering into any agreement to add any amount to the manufacturer's price for window glass in carload lots for direct shipment in order to arrive at the invoice price.

As to violation of the Robinson-Patman Act, the respondent manufacturers are ordered to cease and desist from discriminating in price between carload lot purchasers, to whom shipment is made direct from the factory, by charging some of the purchasers 2½ percent more than the price charged other of such purchasers for window glass of the same grade and quality and of comparable strength, sizes and kinds, or any amount more, which would result in discriminatory prices in violation of Section 2 (a) of the act.

In answering the complaint, the respondents admitted all the material allegations contained therein, except that charging the manufacturers with fixing and maintaining uniform prices at which their products are sold, which charge the commission investigation failed to substantiate.

Hercules Splits Stock 2 for 1

Stockholders of the Hercules Powder Company, Wilmington, Del., at a special meeting, November 4, approved the splitup of the company's common stock into twice as many shares. The splitup will be effected by issuing on November 23, to each stockholder of record at the close of business November 12, one additional share of common stock for each share held on the record date.

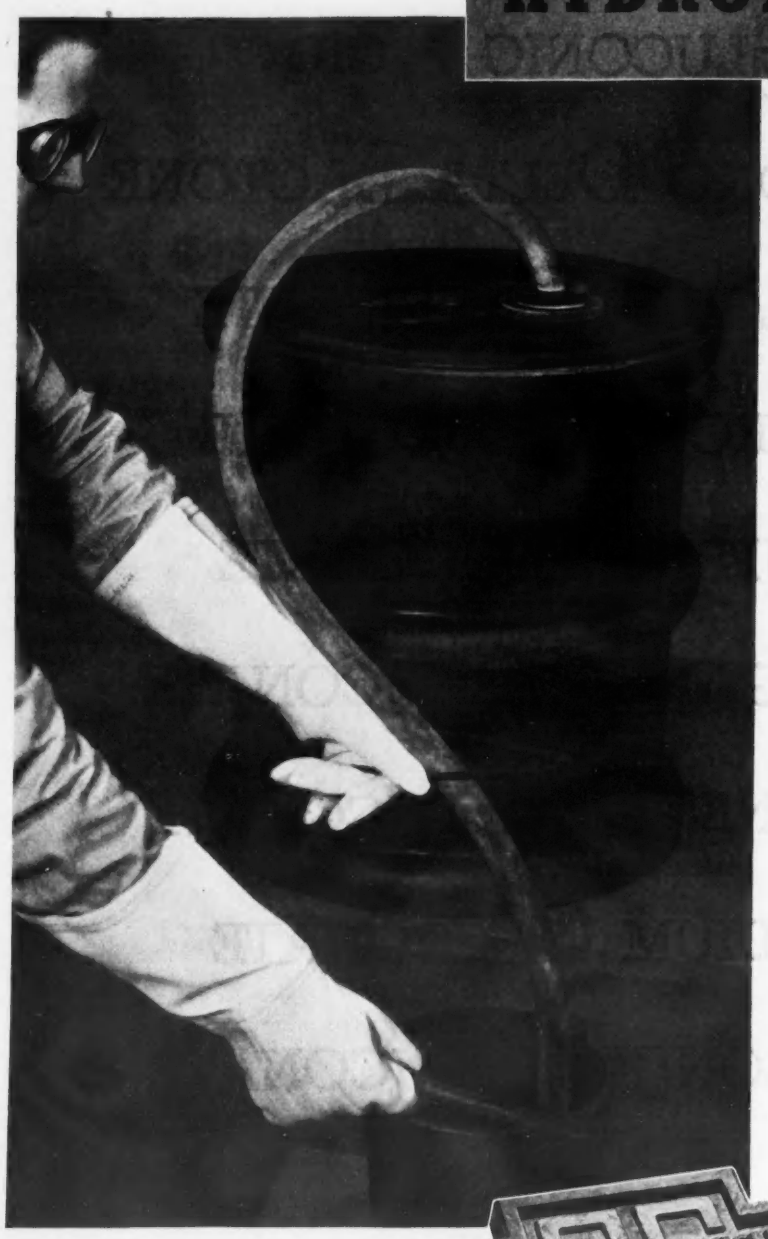
Virginia-Carolina to Erect Acid Plant in Birmingham

The Virginia-Carolina Chemical Corporation has placed a contract with the Leonard Construction Company, Chicago, for the erection of a sulphuric acid plant adjacent to its fertilizer factory in Birmingham, Ala. The Monsanto Chemical Company, St. Louis, will install the acid-producing system. The plant will represent an overall investment of $200,000 and is to be in operation within six months, with an annual capacity of 25,000 tons.

M. S. Purvis, vice-president of the Virginia-Carolina corporation said the expansion was occasioned by the increasing requirement of the Tennessee Coal, Iron & Railroad Company for 60-degree sulphuric acid.

Callahan Zinc Lead Company, Wallace, Idaho, has filed a registration with the Securities and Exchange Commission covering 503,890 shares of $1 par common stock to be issued to stockholders through warrants at a price to be supplied by amendment. The unsubscribed part will be sold to the Goldfield Consolidated Mines Company. The proceeds will be used for property, equipment and working capital.

HYDROFLUORIC Acid



Of all acids, hydrofluoric is the most difficult to handle. Even glass cannot hold it; indeed some of its most important applications depend on its destructive action upon glass. Because of hydrofluoric's peculiarly violent activity, its commercial history has been largely one of the development of techniques for packaging, handling and shipping it.

To this development General Chemical Company has made important contributions. The technical advances in hydrofluoric acid packaging to date are comprehensively embodied in the all rubber drum . . . an ingenious container which has afforded purchasers a new degree of convenience and substantial savings.

Since the beginning of the century General Chemical Company has played a leading role in the manufacture and marketing of hydrofluoric acid . . . helped to pioneer, for example, the present nitric-hydrofluoric pickling process for brightening stainless steel. General Chemical's hydrofluoric acid (available in the strengths 30%, 48%, 52%, 60%) is always held to uniform strength and purity, and has won wide acceptance in every commercial field employing this versatile acid.

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General Chemical Company has always unstintingly applied every facility of its broad research and production resources toward improving on the accepted criteria of quality and service.

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In Canada: The Nichols Chemical Co., Ltd. • Montreal • Toronto

Heavy Chemicals

Formic Acid Prices Revised—Sharp Reduction in Tin Salts—Aqua Ammonia Drum Prices Issued—Soda Nitrite Schedule Renewed—Lactic Acid Unchanged

The market for industrial chemicals was highly irregular during the week just closed. Manufacturing consumers in all quarters of the market were withdrawing supplies in a most conservative manner. Interest in the trade appeared to be concerned mainly with 1938 price schedules. In fact, sellers reported that quite a few inquiries had been received regarding 1938 commitments, but chemical processors appeared to be awaiting further developments before issuing schedules on basic products. Considerable must be given to the increased freight rates, together with what action will be taken on the wage and hour bills and other pending legislation to come up for discussion at the special session of Congress, November 15.

The main topic of conversation in the trade was concerned with the 1938 alkali price schedule. The usual rumors were heard relative as to when the schedules for soda ash and caustic soda will reach the trade, but producers were not in position to state just when the various price schedules will be issued. Among the schedules reaching the trade last week included formic acid, prices for which being slightly lower. Aqua ammonia in drums has been extended. Prices were firm on iron-free aluminum sulphate. Zinc sulphate and lactic acid prices were reported firm for the first quarter of 1938. Tin oxide was lower. Tin crystals were steadier. Antimony metal was quiet. Soda nitrite and refined sulpher prices have been extended.

Price Changes

Prices were changed during the past week as follows:—

Advanced

None

Reduced

Formic acid, ½c. per lb.
Tin crystals, 1½c. per lb.
oxide, 2c. per lb.
tetrachloride, anhyd., ½c. per lb.

Comparative Values

Index numbers compiled from twelve typical chemicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
154.3	154.3	154.3	153.3

Index numbers compiled from twelve typical acids on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
99.7	99.7	99.7	99.4

Market news that may have developed after this report was sent to press will be found on page 4.

Aluminum.—A firm tone prevailed in this market. Demand was fairly good. With exports valued at $662,342 and imports at $963,772, the foreign trade of the United States in aluminum products in September registered material gains over the trade of August, 1937, as well as that of September, 1936, preliminary figures released by the Bureau of Foreign and Domestic Commerce reveal. The export trade registered gains of $123,646 (as compared with August, 1937, shipments) and of $392,155 (as compared with those of September, 1936). Included in the September trade was $289,985 worth (1,347,674 pounds) of aluminum in the form of ingots, scrap and alloys. Other items of interest in this trade were 2,545 tons ($151,474) of bauxite concentrates, and 6,566 tons ($80,506) of bauxite and other aluminum ores. Imports, valued at $963,772, topped August's $602,699 trade by $361,073, and were $460,737 above the September, 1936, trade of $503,035. The leading item in this trade was aluminum metal, scrap and alloys—2,946,416 pounds valued at $467,683. Crude bauxite—46,161 tons valued at $368,581—was second.

Alums.—Prices for iron-free aluminum sulphate were firm at current levels. Demand for commercial sulphate was fairly good. No change was disclosed in quotations. The call for ammonia and potash alums was highly irregular. Prices ruled firm.

Ammonia, Anhydrous.—Sellers were laying plans for the solicitation of contracts, with contracts to be offered to the trade beginning November 29, for acceptance on or before December 31, 1937. The contract prices will be uniformly 1½c. per pound under the spot prices, the nation-wide schedule of which was published in the November 2 issue.

Ammonia, Aqua.—Quotations for shipments in drums continue firm, sellers were taking business for early 1938 shipment at current levels. A nation-wide schedule of drum aqua ammonia prices will be found on page 33.

Antimony. — A fair call was noted in this market. Prices were unchanged. Cabled advices received in the Metals and Minerals Division, indicate that no exports of antimony were declared at the American Consulate General at either Shanghai or Hankow during the month of September. Information furnished by the Hankow Foreign Trade Office of the National Resources Commission indicates an estimated production of antimony in Hunan in September totaling 955 long tons, made up of 725 long tons of regulus, 150 tons of crude, and 80 tons of oxide, as against the August total of 1,060 tons (780 tons of regulus, 180 crude and 100 oxide). September stocks were estimated at 2,586 tons, of which 561 were at the mines (450 regulus, 111 crude, no oxide), 1,675 at Changsha (1,300 regulus, 250 crude, and 125 oxide), and 250 at Hankow (all regulus). (August stocks were estimated at 2,350 tons—520 at mines, 1,725 at Changsha, and 105 at Hankow.) The Hankow Foreign Trade Office states privately held stocks in Hunan, amounting to a few thousand tons, were not included in foregoing estimates. Changsha shipments nil, either by water or by rail. Business impossible under present conditions. (August shipments by water were estimated at 370 tons, and by rail from Hankow to Hongkong 25 tons.)

While Japanese production of antimony was formerly of world-wide importance, it has now dwindled to practically nothing because of the exhaustion of good deposits. For many years Japan was the principal world supplier. Assisted by the high prices prevailing for antimony during the World War, the Japanese industry was able to continue until 1920, but since that time output has been negligible, it being unprofitable to work the small remaining deposits and cheaper to purchase from China. The Japanese industry has been reanimated recently as a result of higher prices, attempts to attain a greater degree of self-sufficiency in all essential materials, and fears that shipments from China might be interrupted.

Barium Salts. — A strong tone prevailed in the market for barium chloride during the week. Demand was fairly good. A firm tone was noted in barium carbonate, demand was irregular.

Bleaching Powder.—Usual consumers supplied a fair demand for this product at times during the week. No change was uncovered in quotations. The trade was awaiting 1938 prices.

Blue Vitriol.—Shipments were moving out in substantial quantities during the period under review, and sellers reported prices appeared steady at the levels established in the preceding period.

Calcium Carbide.—Demand continued fair. Quotations were firm. Calcium carbide is produced in Japan principally as an intermediate material for cyanamide and for the production of acetic acid, these two processes accounting for about 70 percent of the 1935 output. Acetylene gas consumes about 27 percent of the output and the remaining 3 percent is exported. Productive capacity appears to have been fairly static for several years, trade estimates placing the annual capacity at approximately 700,000 metric tons. Actual production, however, has been far below this figure, reaching a peak of 368,000 tons, or 53 percent of capacity in 1935, with possibly a small increase in 1936, for which no figures are procurable. At the present time there are 23 companies producing calcium carbide in Japan, ac-

Current prices on heavy chemicals are given in the alphabetical list of prices beginning on page 7

BARIUM HYDRATE
BARIUM REDUCTION CORPORATION SOUTH CHARLESTON, W. VA.

SYNTHETIC
Imported CRYOLITE 98/100% Snow White
Warehouse Stocks in New York and Baltimore
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CALCIUM FLUOSILICATE
ZINC FLUOSILICATE
FLUORINE PRODUCTS Division of Sterling Products Company Easton, Pa.

A. C. DRURY & CO., Inc., INTERNATIONAL MERCHANTS
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Talc - Clay - Waxes
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LIQUID CAUSTIC SODA
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Local delivery tank truck service throughout the Metropolitan New York area.
JOSEPH TURNER & COMPANY
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40TH ST. & CALUMET CHICAGO

FINEST QUALITY
BICARBONATE OF SODA
SAL SODA (Carbonate of Soda Crystals)
MONOHYDRATE OF SODA
PIONEER WASHING SODA
CHURCH & DWIGHT CO.
70 PINE STREET Phone Digby 4-2181 NEW YORK CITY

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BORIC ACID : CARBON TETRACHLORIDE : BORAX : TITANIUM TETRACHLORIDE . CAUSTIC SODA SULPHUR CHLORIDE SULPHUR : SILICON TETRACHLORIDE CREAM OF TARTAR SULPHURIC ACID : CARBON BISULPHIDE : TARTARIC ACID
STAUFFER CHEMICAL COMPANY
624 California St., San Francisco, Cal. • 2710 Graybar Bldg., New York, N. Y. • Freeport Texas
Carbide and Carbon Bldg., Chicago, Ill. Rives-Strong Bldg., Los Angeles, Cal.
Stauffer

BLUE VITRIOL
IRVINGTON SMELTING & REFINING WORKS
IRVINGTON NEW JERSEY
NEW YORK OFFICE 30 CHURCH ST.

cording to the commercial attache at Tokyo.

Calcium Chloride.—A good volume of business was moving for utilization in ice-control work. Producers reported prices appeared firm at the levels in effect in the preceding period.

Carbon Tetrachloride. — There was little to report in this market again last week, the cleaning fluid companies and other routine consumers supplied the call. Prices were firm.

Chlorine.—Shipments were moving against contracts at a good pace during the week just ended. Producers reported prices were decidedly firm.

Copper.—The market for electrolytic copper continued quiet, prices ranged 11¾c. to 12c. per pound. Copper valued at $9,197,050 was dispatched from the United States during September, preliminary figures released by the Bureau of Foreign and Domestic Commerce reveal—this total including large quantities of the metal previously imported for refining and now being reexported. Copper arriving in the United States during this same month, and again, including copper being brought in for refining, was valued at $3,901,209. September shipments of copper—$9,197,050 worth—topped the August 1936 trade of $6,893,068 worth by $2,303,982, and were more than double (in value) the trade of September, 1936 ($4,376,077). Featuring the September, 1937, trade was 44,328,399 pounds ($6,212,225 worth) of refined copper in ingots, bars, and similar forms. Old and scrap copper—2,419,915 pounds, valued at $273,117—also left this country during September, as did 1,216,460 pounds ($202,774) of bare copper wire. Receipts of copper declined in September to a value of only $3,901,209 in comparison with the $5,195,004 trade of August and the $2,213,322 worth received in September of last year.

Copperas.—There was a fair demand in evidence here again last week, the call came from routine sources of consumption. Quotations were firm at the levels in effect in the preceding period. Steel mill operations were lower at 48.6 percent of capacity, against 52.1 percent in the preceding period.

Fluorspar.—This market continued to experience a fair demand, quotations were firm. The market shows a letdown in demand when compared with the same period a month ago, reflecting possibly the tapering off in operations in the steel industry.

Glauber's Salt.—Demand was irregular. Prices were firm. Glauber's salt is obtained (a) from chemical sources by refining chemical salt cake, produced chiefly in conjunction with hydrochloric acid, and by refining crude sodium sulphate formed in certain other chemical processes and (b) from natural sources by refining crude sodium sulphate. The bulk of the domestic output is obtained from the first source by crystallizing the purified sodium sulphate from an aqueous solution of chemical salt cake. Relatively small quantities of Glauber salt are mined from natural deposits in the Western States. Natural Glauber salt, marketed in a form containing seven molecules of water, is used almost entirely for medicines for livestock. Little, if any, is used for industrial purposes because its high water content makes it an expensive product to transport from the West to Eastern consuming markets, according to a survey by the United States Tariff Commission.

Manganese Ore.—This market continued to note a nominal price position, the limited supplies creating such a price position. Demand was fairly good.

Potash Carbonate.—A firm tone was in evidence for this product again last week, usual consumers supplied a demand sufficient to give the market such a price structure.

Potash, Caustic.—Demand from the soap industry was slightly slower, and chemical processors appeared to be ordering out for actual wants only, but quotations were well maintained.

Potash Permanganate.—This market was much the same as in the preceding period, with consumers ordering out in a conservative fashion, and quotations were unchanged.

Saltcake. — A strong tone prevailed in this market again last week. Demand continued good. A survey by the United States Tariff Commission states that in Washington and Oregon in the production of sulphate pulp, a considerable quantity of salt cake is used, practically all of which is obtained from sources outside those States. In 1935, approximately 30 percent of the consumption in those States was supplied by imports, largely from Germany, and the remainder came from domestic sources, chiefly California. The average cost of transporting imported salt cake to the Pacific Coast market, where many of the pulp mills are located near tidewater, was $5.98 per short ton in 1935, or approximately the same as the rail freight from Trona, Calif., or Mina, Nev., to that market. At present, there is a substantial movement of natural salt cake from Trona to the North Pacific Coast, but none from Mina to that area, the Mina plant having been closed since 1933. In the operations at Mina, salt cake was produced as a sole product, and the costs were higher than at Trona, where it is produced jointly with other products. The rail freight rate on natural salt cake from Clarksdale to the Pacific Coast is $10 per short ton, and no shipments are made. A substantial proportion of the sodium sulphate produced in this country is refined and marketed as Glauber salt and anhydrous sodium sulphate. Glauber salt is the crystalline form of sodium sulphate containing 10 molecules of water; anhydrous sodium sulphate, an amorphous powder, contains no water of crystallization. Anhydrous sodium sulphate contains 99 percent or more of sodium sulphate, or more than twice as much as an equal weight of Glauber salt contains. The two refined forms are used interchangeably for many purposes, but neither is substituted to any extent for crude sodium sulphate (salt cake).

Soda Ash.—Sellers reported demand was fairly good. Interest in the trade was concerned with 1938 prices, which were expected to be issued to the trade during the current month.

Soda Bicarbonate.—A firm tone prevailed in this direction, demand was fairly good at times during the week. The trade was awaiting 1938 prices.

Soda, Caustic.—A firm tone governed the activities in this market again last week. Sellers reported a fair demand. Interest was centered mainly on 1938 contract prices, issuance of which will take place during the current month.

Soda Cyanide.—This market displayed a firm price tendency, the call from the plating industry was fairly good. No change was disclosed in quotations.

Soda Nitrite.—Prices have been extended to cover early 1938 shipments.

Soda Silicate.—Progress was reported in writing shipments for early 1938 delivery, prices having been extended.

Soda Sulphate, Anhydrous.—Demand was fair during the week. Quotations were firm. A survey by the United States Tariff Commission reports that anhydrous sodium sulphate is produced (a) by refining and drying either chemical salt cake, obtained chiefly in the manufacture of hydrochloric acid, or crude sodium sulphate formed as a coproduct in the manufacture of formic acid and other chemicals and (b) by refining and drying crude sodium sulphate mined from natural deposits in the Western States. Nearly one-half of the domestic output in 1935 was obtained from the latter sources. In both instances the crude sodium sulphate is refined to form Glauber salt as an intermediate product, which is dehydrated to produce the anhydrous form. Production in 1935 was 23,609 tons, against 15,660 tons in 1933, and 7,609 tons in 1931.

Sulphur, Refined.—Prices have been extended to cover early 1938 shipments. A change in terms is noted, now being net cash, thirty days.

Tin Salts.—A reduction was noted in tin oxide, sellers reporting 52c. to 54c. per pound, the new price having been based on the lower prices noted in Straits tin recently. Straits tin further declined late in the week, sellers were naming 45½c. per pound. The better tone in Straits tin created an easier tone in crystals and anhydrous tetrachloride of tin. A Central News London cable stated—reports are circulating in tin circles here and at Amsterdam that more persistent efforts will be made toward formation of a buffer tin pool. The Financial Times says that formation of this pool is improbable, however, as it is strongly opposed by most Malayan tin producers.

Tungsten Metal, Powder. — Demand continued fairly good. Prices were strictly nominal, because of the uncertainty regarding supplies. No invoices were declared at the United States Consulate Generals in China for shipments of tungsten ore to the United States during September. Reported shipments south by rail from Changsha during the month amounted to 480 tons.

Zinc Sulphate.—Sellers were writing business for early 1938 shipment on the basis of current prices.

Acids

The market for acids was featured by a reduction in formic acid. A firm tone governed lactic acid, business being written for first quarter delivery at current levels. Battery acid also displayed a firm tone, although the call reflected an inclination on the part of consumers to confine purchases to actual production requirements. There was little to report in sulphuric acid, with the possible exception that demand was a pace slower. The call for muriatic acid and nitric acid was fair. Business in boric acid held fairly well, prices displayed a firm tone.

Acetic.—A fair demand was reported for this product again last week. Prices ruled firm.

Battery.—Demand continued fairly good during the week. No change was uncovered in quotations.

Boric.—Business in this market was about the same as in the preceding period, the call being confined to actual wants, and quotations were decidedly firm.

Chromic.—This market noted a highly irregular call throughout the period under review, usual consumers supplied the call, and prices were firm.

Formic.—A decline of ½c. per pound was reported for this product. Demand was fairly good.

Lactic.—Prices were firm, business was reported being booked for early 1938 delivery at current levels.

Muriatic.—This market revealed little change during the week, shipments were moving out at a favorable pace and quotations were firm.

Nitric.—Important developments were lacking here, regular buyers supplied a fair demand, and prices were steady.

Sulphuric.—Shipments were moving against contracts at a favorable pace during the week. No change was disclosed in quotations. Steel mill operations were lower and the automobile industry and other lines were ordering supplies conservatively.

Baltimore, Nov. 3.—The market for sulphuric acid has contracted very much, with some of the outlets for acid narrowed to a degree that is claiming close attention. The nominal quotations are still at $12 per ton for 60 degree and at $15 per ton for 66 degree acid but marked quiet prevails in the trade and there are reports that at least some of the consumers of acid have curtailed their operations on a scale that makes for a hesitant market. Activities in the fertilizer group are, of ccurse, affected by the termination of the shipping season for mixtures, and the demand for acid from this source has dropped, with a tendency to place orders only as stocks are actually needed. It is also indicated that steel producers are running only at a reduced capacity, with their requirements in the way of acid correspondingly less. Some other users of acid are in a better position, to be sure, and they serve to maintain the calls for acid at a fair level. The business in oleum is also eased, but producers of this material are still holding out for $17 per ton for 20 per cent stocks.

(Continued on page 33)

Current prices on heavy chemicals are given in the alphabetical list of prices beginning on page 6

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Phosphorus and phosphorus products. Sodium chlorate.
Potassium perchlorate. Oxalic acid.

Drum Aqua Ammonia Price Schedule Issued

Nation-wide prices, effective November 1, have been issued by the Philadelphia sales headquarters of the National Ammonia Division, E. I. du Pont de Nemours & Co., for its aqua ammonia in 110-gallon drums.*

At the same time, the company states that it will offer contracts to buyers beginning November 8.

The company's contracts will carry the following clauses:—

The prices mentioned in this contract are subject to adjustment by the seller at the beginning of any quarter of a calendar year, by so notifying the buyer in writing at least fifteen days before such change shall become effective. In the absence of such written notice it is understood that the price then in effect shall continue for the next quarter. Refusal of buyer to accept any proposed change in price releases seller of any obligation to deliver and allows buyer to purchase elsewhere the quantity required for consumption during the quarter in question.

The buyer shall reimburse the seller for all taxes, excises or other charges which the seller may be required to pay to any government (national, state or municipal), upon the sale, production or transportation of the goods sold hereunder or of any material used by the seller in the manufacture thereof.

It is further mutually agreed that buyer assumes all risks and liability for results obtained by the use of material covered by this contract in manufacturing processes of buyer or by the use of said material in combination with other substances.

The schedule is as follows:—

State.	Stock point.	Per pound—Freight-free prices. Less carload.	Carload.
Alabama		4.50c.	4.25c.
Arizona		7.00c.	6.75c.
Arkansas		4.50c.	4.25c.
California†		...	...
f.o.b. Los Angeles (for California destinations only)		3.50c.	2.75c.
f.o.b. San Francisco (for California destinations only)		3.50c.	2.75c.
Colorado		5.75c.	5.50c.
Connecticut		2.50c.	2.25c.
Delaware		2.50c.	2.25c.
District of Columbia		2.50c.	2.25c.
Florida		4.50c.	4.25c.
Georgia	Atlanta.	4.50c.	4.25c.
Idaho		7.00c.	6.75c.
Illinois	Chicago.	3.50c.	3.25c.
Indiana	Indianapolis.	3.50c.	3.25c.
Iowa		3.50c.	3.25c.
Kansas		4.25c.	4.00c.
	Kansas City.	3.50c.	3.25c.
Kentucky		3.50c.	3.25c.
Louisiana	New Orleans.	4.50c.	4.25c.
Maine		2.75c.	2.50c.
Maryland		2.50c.	2.25c.
Massachusetts	Boston.	2.50c.	2.25c.
Michigan	Detroit.	3.50c.	3.25c.
Minnesota		3.50c.	3.25c.
Mississippi		4.50c.	4.25c.
Missouri	Kansas City.	3.50c.	3.25c.
	St. Louis.	3.50c.	3.25c.
Montana		7.00c.	6.75c.
Nebraska		4.25c.	4.00c.
(Omaha)		3.50c.	3.25c.
Nevada		7.00c.	6.75c.
New Hampshire		2.75c.	2.50c.
New Jersey		2.50c.	2.25c.
New Mexico		7.00c.	6.75c.
New York	Buffalo.	2.50c.	2.25c.
	New York City.	2.50c.	2.25c.
North Carolina		3.50c.	3.25c.
North Dakota		5.00c.	4.75c.
Ohio	Cincinnati.	3.50c.	3.25c.
	Columbus.	3.50c.	3.25c.
Oklahoma		5.25c.	5.00c.
Oregon†		...	...
f.o.b. Portland (for Oregon and adjacent Washington destinations only)		3.50c.	2.75c.
Pennsylvania	Philadelphia.	2.50c.	2.25c.
	Pittsburgh.	2.50c.	2.25c.
Rhode Island		2.50c.	2.25c.
South Carolina		3.50c.	3.25c.
South Dakota		5.00c.	4.75c.
Tennessee		4.50c.	4.25c.
Texas		5.25c.	5.00c.
(Baytown)		4.50c.	4.25c.
(Beaumont)		4.50c.	4.25c.
(Chaison)		4.50c.	4.25c.
(Galveston)		4.50c.	4.25c.
(Houston)		4.50c.	4.25c.
(Port Arthur)		4.50c.	4.25c.
Utah		7.00c.	6.75c.
Vermont		2.75c.	2.50c.
Virginia	Richmond.	3.50c.	3.25c.
Washington†		...	...
f.o.b. Seattle (for Washington destinations only)		3.50c.	2.75c.
West Virginia		3.50c.	3.25c.
Wisconsin	Milwaukee.	3.50c.	3.25c.
Wyoming		5.75c.	5.50c.

* Price in 55-gallon drums is uniformly 0.25c. per pound higher than above prices.
† No state-wide freight-free prices.

Shipping points are listed in the body of schedule, in a center column under the heading "Stock Point."

The price is the same for any given destination having a freight-free price in the schedule, from any of the shipping points. Such price is that listed for the State in which the destination is located. Any city having freight-free prices which are not the same as those for the State in which the city is located, is shown in the schedule with its special prices.

Freight and deliveries.—In all prices, the common carrier freight charges for returning the empty drums are included, and drums may be returned freight collect. In all prices, except those for California, Oregon and Washington destinations, the common carrier freight on full drums to destination is included, and shipments will be made freight prepaid. Deliveries within the corporate limits of the stock point cities on the schedule will be made out of local stocks free of expense to the buyer, with free collection of empty drums.

Carloads throughout the country consist of a minimum of 32 large drums (30,000 pounds gross weight).

Unilever-Lever Bros. Merger Is Approved

Stockholders of Unilever, Ltd., at a meeting in London, October 11 and 12, approved of a merger with Lever Brothers, Ltd., in a new company known as Lever Brothers and Unilever, Ltd. The name of the Dutch company is to be changed into Lever Brothers and Unilever, N. V.

The capitalization of Unilever N. V. is not to be changed. However, it was proposed to convert the certificates of shares into original shares and to give all shareholders the same voting right. The English Amalgamated Company is to hold all interests in the British Empire and Unilever, N. V. all other interests.

Foreign Trade Openings

Correspondence in regard to any of the following foreign trade opportunities should be addressed to the Bureau of Foreign and Domestic Commerce, Washington, or to any District or cooperative branch office of the Bureau, and not to this publication. When writing give the number of the item:—

Bromide, Liquid:—Purchase, Prague, Czechoslovakia (4470).

Cellulose, Sheeting, Transparent:—Agency, Lima, Peru (4518).

Drugs, Medicines, and Pharmaceuticals:—Agency, Mexico City, Mexico (4474).

Drugs and Proprietary Medicines:—Agency, Kingston, Jamaica (4494).

Dye Intermediates, and Organic Chemicals:—Agency, Athens, Greece (4473).

Flavoring Extracts and Colorings:—Agency, Manila, P. I. (4485).

Gelatin, Edible, High Grade, Large Quantities:—Purchase, Birmingham, England (4492).

Gasoline:—Purchase, La Paz, Bolivia (4455).

Isoolinolenic Acid (Vitamin):—Purchase, Pantin, France (4472).

Lard and Lard Compound:—Agency, Guatemala City, Guatemala (4493).

Medicinal Preparations and Chemical Specialties:—Agency, Rio de Janeiro (4500).

Medicines, Proprietary:—Agency, Manila, P.I. (4485).

Oil, Pennsylvania, 100 percent Pure:—Purchase, Termonde, Belgium (4497).

Pharmaceuticals and Specialties:—Agency, Brussels, Belgium (4468).

Sulphate of Soda, Anhydrous, Calcined:—Agency, Tallinn, Estonia (4471).

Heavy Chemicals

(Continued from page 32)

Insecticides

Business in the market for agricultural insecticides and fungicides continued quiet during the week just closed. Sellers reported prices were firm for the various products raised recently. Calcium arsenate noted an irregular call. Lead arsenate prices appeared well maintained. The 1938 United States cotton acreage under the agricultural conservation program has been set at about 28,000,000 acres. This acreage, with yields equal to the average of the last four years, would give a crop of about 6,300,000 bales less than the crop of the current season. Such a domestic production would probably give a somewhat smaller world supply of American cotton next season, despite the prospective marked increase in carry-over on August 1, 1938. World carryover of foreign cotton at the beginning of the 1938-39 season is also expected to be materially larger than an August 1 this year. The lower prices being received by most foreign producers for their 1937-38 crop, however, may result in a decline in foreign acreage and production in 1938-39.

Bordeaux Mixture.—A fair demand was reported for this product. No change was disclosed in quotations established recently.

Calcium Arsenate.—Demand continued irregular. A firm tone was in evidence.

Lead Arsenate.—This market was quiet again last week. A firm tone was in evidence, sellers quoting prices established recently.

Paris Green.—A decidedly firm tone governed activities in this market. No change was disclosed in quotations.

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Sulphate of Ammonia

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*CXP Benzol is a super-refined grade with the following critical properties:
Freezing Point 5.40°C Boiling Range 0.6°C Bromine Index 3

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Bromine Index 0

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Coaltar Chemicals

Imported Crude Naphthalene Lower—Benzol Slower—Toluol Quiet —Cresylic Acid Firm—Phenol Demand Slackens—Creosote Oil Steady—Fair Call for Phthalic Anhydride

Business in the market for coaltar chemicals slowed down during the week just ended. Manufacturing consumers in all quarters of the market appeared to have adopted a more conservative buying policy. The uncertainty regarding production costs for 1938 was a factor bringing about the adoption of such a policy. Imported crude nophthalene was easy. Benzol demand slackened. Intermediates and acids were steady to firm.

The slackening in the call for benzol for export account, together with the usual tapering off in domestic demand at this time of the year, gave the market for benzol a relatively dull appearance. However, the slowing down in the call was offset to some extent by a tapering off in by-product coke operations, resulting in sellers describing the price tone as steady. Steel mill operations were at 48.6 percent of capacity, against 52.1 percent in the previous period, according to the American Iron and Steel Industry. A month ago operations were at 66.1 percent of capacity and a year ago at 74.7 percent of capacity.

Crude naphthalene was extremely dull throughout the week. Importers were quoting freely, and the voluminous amount of offerings about the trade tended to give the market an easy appearance. Prices for refined naphtalene were steady, a substantial volume of business having been written for 1938. Toluol demand was spotty, reflecting the caution with which the automobile industry was setting into volume production on 1938 models. Solvent naphtha and xylol held firm. Cresylic acid noted a favorable demand. Phenol was firm, demand having slipped off somewhat. Creosote oil remained steady. There was little to report in coaltar intermediates, phthalic anhydride held firm, the call was slightly slower. Anthranilic acid was firm.

Price Changes

Prices were changed during the past week as follows:—

Advanced

None

Reduced

Naphthalene, crude, imp., 50c. per 100 lbs.

Comparative Values

Index numbers compiled from twenty typical coaltar products on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
127.3	127.3	127.3	126.2

Market news that may have developed after this report was sent to press will be found on page 4.

Basic Products

Benzol.—There was a slower demand in evidence for this product during the week. Manufacturing consumers in all directions of the market were inclined to adhere to a more conservative buying policy. As a result of this hand-to-mouth buying, sellers reported that the shortage in supplies had been loosened. Export buying seemed to have dropped off somewhat also. Offsetting the slowing down in the call was the curtailment in operations at the by-product coke plants. Prices were considered steady at the levels in force previously. Steel operations last week were at 48.6 percent of capacity, against 52.1 percent in the preceding period, according to the American Iron and Steel Institute. A month ago operations were at 66.1 percent of capacity and a year ago at 74.7 percent.

Cresol.—Demand continued at an active pace last week, the call from the disinfectant manufacturers was sufficient to give the market a firm tone.

Creosote Oil.—Business in the market for creosote oil continued at a fair pace, buying by the major railroad systems and public utility companies indicated that coverage was being made as actual needs were required. Prices held steady.

Cresylic Acid.—Business continued quiet in this market, the call coming from the synthetic resin industry and other routine consumers clearly indicated that consumers were not covering beyond actual production requirement. The trade was awaiting 1938 prices. A firm tone governed the dealings.

Naphthalene.—The market for crude naphthalene continued quiet; offerings from abroad ranging from $2.25 to $2.30 per 100 pounds for hot-pressed material. Business in refined naphthalene was fair. Prices displayed a firm tone.

Phenol.—Orders reaching this market reflected a slowing down in the call for export account, and there was also a tapering off in evidence for domestic accounts. Prices displayed a steady to firm tone.

Solvent Naphtha.—This market noted little variation from recent weeks, the call for water white solvent naphtha was confined to routine shipments, but a firm tone governed the dealings. Business in high flash naphtha was on a fair scale. Quotations were without change.

Toluol.—Business here failed to show a betterment, at least the improvement generally noted at this time of the year. But this condition could be explained by the caution with which the automobile industry was getting into volume production on 1938 models.

Xylol.—A firm tone prevailed in the market again last week. Prices were unchanged. Demand was fair.

Chicago Coaltar Bases

Additional declines in the rate of steel mill operation has caused some stringency in supplies of coaltar bases, but to date, the price structure has not seemed to be inclined to reflect it. Buyers seemingly are cautious and reticent. Benzol is in good tone. Xylol is reported firm. Ruling prices exclusive of tax are: Benzol, 90 percent, 16c. to 17c. per gallon; motor benzol, 10½c. to 11c.; toluol, 30c.; 10-degree xylol, 33c.; solvent naphtha, 30c.; creosote oil, grade 1, 13½c. to 14c.

Coaltar Acids

Anthranilic.—A fair demand was reported in this market again last week. Quotations ruled firm.

Broenner's.—Business in this market was about the same as in the preceding period, routine consumers were covering for immediate needs, quotations were firm.

Gamma.—Demand in this market held up fairly well throughout the week. quotations were steady to firm.

Salicylic.—This market continued to experience an irregular call during the week. No change was disclosed in quotations.

Sulphanilic.—Business here continued along conservative lines. Prices were firm.

Tobias.—This market ruled steady at previous levels, sellers reporting demand was fair.

Other Intermediates

Alphanaphthol.—Business in this market continued quiet during the week. Prices were firm.

Anilin Oil.—Demand reflected the general inclination of consumers to purchase for actual needs only. Prices were firm.

Benzidin Base.—Routine demand was noted in this market, but in spite of the dull character of the call, sellers were holding firmly to quotations.

Betanaphthol.—Shipments were moving against contracts at a good pace during the week. No change was uncovered in quotations.

Dinitrobenzene.—Business in this market reflected the tendency to cover for actual needs only. Quotations were firm.

Dinitrotoluene.—Important developments were lacking here, shipments were moving against contracts in routine fashion, and prices held steady to firm.

Orthocresol.—A decidedly firm tone prevailed in this market again last week, prices were without change.

Orthotoluidin.—Demand held up favorably at times during the period under review. Quotations ruled unchanged.

Phthalic Anhydride.—A firm tone was

Current prices on coaltar products are given in the alphabetical list of prices beginning on page 7

an outstanding feature in this market again last week. No change was noted, the call being a pace slower.

R Salt.—Despite the dull character of the call, sellers reported prices were firm.

Schaeffer's Salt.—Business was quiet, jobbing quantities making up the call, but prices ruled firm.

Toluidin.—A firm tone was the outstanding feature in this market, although the call lacked improvement.

Coaltar Colors

Business in the market for coaltar colors continued quiet during the week just closed. The call was largely for the darker shades. Prices were steady to firm. Reports from the cotton cloth industry were to the effect that mill sales of goods continued light—doubtless below current output for the industry as a whole. There are some indications of recessions of mill activity in certain directions. However, the New York Cotton Exchange Service reports, while it is evident that the domestic cotton manufacturing industry is now enjoying the expansion of activity which normally develops at this time of the year, and is operating at an appreciably lower rate than a year ago, it is not yet clear that the industry is reducing operations sharply, and it is still operating at a rate well above the average for this time of the year. Consumption of apparel class raw wool in the United States during September amounted to 4,326,000 pounds weekly average in September, against 5,011,000 pounds in August, the Department of Commerce announced. Consumption of carpet-class wool amounted to 1,815,000 pounds weekly average, against 2,167,000 pounds in August.

Arthur C. Smucker, of the Solvay Sales Corporation, this city, was married to Miss Terre Annesi at the Church of the Ascension, Mount Vernon, N. Y., October 30. Mr. Smucker, who matriculated at the New York University, was attended by Robert Wallace, also of the Solvay company. The couple will reside at 7 Temple Place, Mt. Vernon.

Prof. Crane, Medalist, Lauds Scientists Work

Scientists are making greater contributions to mankind than any other group, declared Professor Evan J. Crane, of Ohio State University, and editor of *Chemical Abstracts*, in an address accepting the Chemical Industry Medal for 1937, at a meeting in the Chemists' Club, November 5. *Chemical Abstracts* assembles the findings of the international reporting system of the American Chemical Society.

Professor Crane took as the theme for his medal address, "Words and Sentences in Science and Industry." He said the paper he edits is a living record of the forward march of men who, along with their fellow scientists, are doing more for the world than is any other group. He added:—

Great men are in these ranks, greater men than warriors and statesmen or politicians who so often receive acclaim. It is a privilege to be an observer and a recorder of this advance.

Some men with nothing to say, say it very well. These writers and their readers accomplish nothing, very pleasantly. The scientist has something to say, perhaps more to say than anyone else. Curiosity, ingenuity and carefully acquired skill continuously carry him into new places and his interest there is in fact instead of favor, truth instead of ideas acquired on the basis of their appeal.

The world needs facts and truths. The scientists's fellow workers need his cooperation. This useful citizen, the scientist, extends his usefulness when words and sentences, like test tubes and tadpoles, are effectively at his command.

Continuing, he said English promises to become the universal language of science. World chemical activity, he pointed out, has doubled in the last fourteen years. The United States leads in the number of reported researches, with the British Empire second and Germany third. Advances in science and industry, he held, would be promoted if a more practicable and a speedier method of word standardization could be found. He suggested the organization of a "name tool shop" in which nomenclature experts, representing most branches of science, would attempt to iron out the difficulties which hamper scientific expression. "Possibly the atrocious language of patents influences technical writing in general," Professor Crane added. "Patent language is a law unto itself. I sometimes think a vigilance committee should take this law in hand. It is a menace."

Since *Chemical Abstracts,* described as "key to the world's chemical literature," was established thirty years ago, the number of abstracts of papers reporting researches in all civilized nations has grown from 9,000 to 60,000 annually, Professor Crane disclosed. The total number of abstracts for 1937 will be approximately 65,000, he continued. Of these about one-third will be abstracts of patents. The number of abstracts of papers published is a pretty good measure of chemical activity, he said.

Professor Crane stated that the effort to systematize and to standardize is a continuous international problem in which progress by committees is slow. Bacteriology he cited as a striking example of the nomenclature difficulties which arise when knowledge is inadequate. With its quarter of a million known compounds and potentially many more, chemistry has one of the biggest nomenclature problems in science, Professor Crane asserted.

James G. Vail, Philadelphia, chairman of the Chemical Industry Medal committee, presided at the meeting, sponsored by the American Section of the Society of Chemical Industry and the American Chemical Society. The medal was presented by Dr. A. E. Marshall of New York.

J. W. Powley, manager of Armour & Co., by-products division, Chicago, was a visitor to the New York trade during the week of November 1.

Chemists Institute to Head Employment Work

Announcement was made at the first meeting of the season of the New York chapter of the American Institute of Chemists that the national institute had accepted the management of the Chemists' Unemployment Committee in the future. Heretofore it had been conducted as an independent organization. Transfer will officially be made in December. Those attending the meeting heard an address by A. Cressy Morrison on the work and aims of the committee.

The councilors of the national association decided to accept the responsibility at a recent meeting and are now considering plans for the formation of a corporation, separate from the institute, for the administration of the agency. Announcement of their decision will be made in December.

Mr. Morrison, who is chairman of finance of the committee, in his address described the formation and work of the bureau since its inception in 1931. He lauded the generosity of the employed chemists who contributed to its support and the individuals who administered its operation. He stated that more than 2,500 individuals had applied for aid at the bureau. Coming in as many as eight or ten a day during the worst period several years back, the number has gradually receded until at present approximately thirty registrations are made monthly, he said.

He believed that the charitable nature was nearly completed and that henceforth it would be sagacious to change the function of the agency from one of relief to that of a central bureau or "clearing house," where good chemists, unemployed or otherwise, might confidentially register their qualifications and so be put in touch with manu-

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facturers seeking men of definite qualifications. He added that the offices of the bureau should be removed from the institute, to insure freedom and confidentiality in the handling of registrations.

It was also Mr. Morrison's opinion that a reasonable fee be made for placements to provide a source of revenue for the administration of the bureau. He warned that the bureau must gain the reputation of providing employees of high standards, and that sufficient time must be allowed to elapse following the establishment of the bureau before its success be judged.

M. R. Bhagwat, secretary of the committee, who spoke briefly, explained the actual operation of the committee and concurred with Mr. Morrison as to the future functionings of the bureau, as did F. G. Breyer, of Singmaster & Breyer, one of the original leaders in the formation of the unemployment committee.

The meeting, which was preceded by an informal dinner, was under the chairmanship of Dr. W. T. Read, of Rutgers University, head of the New York chapter of the institute.

Anchor to Buy Hocking Glass

Anchor Cap Corporation stockholders have received a request for proxies from I. R. Stewart, president, which would authorized the purchase by the Anchor Cap Company of the Hocking Glass Company for 441,852 shares of the common stock of the Anchor corporation, and to change the name of the combined company to Anchor Hocking Glass Corporation. The letter explained that to do this it would be necessary to increase the authorized stock of the Anchor corporation to 1,000,000 shares, of which 715,550 will be outstanding upon issuance of the 441,852 new shares.

Obituaries

Robert L. Corby

Robert Lockwood Corby, former vice-president of the Fleischmann Yeast Company and an authority on the chemistry of baking, died of pneumonia in his home in Ridgewood, N. J., October 30. He was fifty-four years old. Retired from the Fleischmann company for several years, Mr. Colby, at the time of his death, was preparing a book on the "History of Yeast Culture." He was the founder of the Fleischmann Laboratories, this city, and a member of the baking firm of Corby Brothers, Washington. Born in Ithaca, Mr. Corby moved to Washington where his father and two older brothers established the baking company. At the age of 19 he had begun the study of baking chemistry, and his innovations in the use of yeast culture were introduced in the Corby Yeast Company, which he and a brother William established in Langdon, Md. It was there he developed a process for manufacturing yeast, and the success of the new process led to the consolidation in 1919 of the Corby company with the Fleischmann company. Mr. Corby was a member of the Chemists' Club. Surviving him are his wife, Mrs. Rosina Ricciardo Corby; his mother, three daughters, a sister and a brother.

Dr. Wilfrid Greif

Dr. Wilfrid Greif, former first vice-president and a director of the American I. G. Chemical Corporation, and former chairman of the executive committee of the Board of Trade for German-American Commerce, died October 28 in Baden-Baden, Germany. He was fifty-four years old. Born in Germany, Dr. Greif studied at the Freiburg University, the University of Munich, the University of Berlin, and at Oxford. He became associated with the Deutsche Bank of Berlin and New York, but left it to serve in the World War on the German marine staff and won seven citations for meritorious service. He became a director of the chemical corporation in 1920. He resigned from the corporation in 1935 because of ill health. His home was in Greenwich, Conn., and surviving are his wife and three daughters, all of whom are in Germany.

Chauncey H. Young

Chauncey H. Young, president of the Long Island Produce & Fertilizer Company, Riverhead, L. I., died of a heart attack in his home in that city, November 1. He was sixty years old. A descendant of the Rev. John Young, one of the first settlers in Suffolk county, Mr. Young was a leading farmer in the vicinity until he retired from active farming about twelve years ago. Surviving are his wife, a son, three daughters, a brother, and two sisters.

Mrs. D. J. Edson, wife of the president of the Edson Petroleum Company, Houston, Tex., died October 22 from injuries received two days before when a speeding ambulance crashed into the automobile she was driving. She was thirty-seven years old.

Mrs. Emilie V. Eggleston, mother of R. H. Eggleston, one of the managers of W. R. Grace & Co., this city, died November 2.

Paul Hegwer, deputy supervisor of the oil and gas leasing division of the Rocky Mountain district of the United States Geological Survey, died in Casper, Wyo., October 24, of pneumonia. Surviving are his wife and two children.

Webster M. Hunt, for many years an important figure in the chemical industry of the South, and for the last six years with E. I. duPont de Nemours & Co., died in his home in Greensboro, N. C., a fortnight ago, after a long illness. He was seventy years old. Mr. Hunt was for many years Southern manager for the Newport Chemical Works until it was taken over by the duPont company. He traveled North Carolina and Virginia, but was forced to retire about six months ago, because of ill health. Surviving are his wife, three sons and a daughter.

Dr. Hans Christian Jacobaeus, professor of medicine at Stockholm University and for twelve years chairman of the Nobel Prize committee for medicine, died in his home in Stockholm, October 29. He was fifty-eight years old.

J. B. Smyth, president of the Uvalde Rock Asphalt Company, died October 28 from injuries received in an automobile accident on the Seguin highway near San Antonio, Tex.

Dyestuffs and Textile And Leather Chemicals

Further Reduction in Corn Derivatives—Tanning Materials Quiet —Valonia and Wattle Bark Firm—Dyestuffs Continue Dull —Archil and Annatto Steady—Zinc Dust Unchanged

Business in the market for dyestuffs and tanstuffs continued quiet during the week just closed. Manufacturing consumers showed little inclination to relinquish the hand-to-mouth purchasing policy. As a result of this policy, the market experienced some rather drab periods during the week under review. The dealings were featured by a further decline in price for corn derivatives.

Further reduction in corn derivatives, making the third consecutive week in which corn derivative prices have been readjusted downward, was caused by a decline in the basic product. Egg products were strictly nominal. The nominal price position of the imported egg products came about as a result of the uncertainty surrounding supplies from the primary market, because of the hostilities between China and Japan. Nutgalls also noted a nominal price position for the same reason. Bichromate displayed a firm tone, producers reporting a fair amount of business on the books for delivery during the balance of the current quarter. Alumina chloride held steady. No change was uncovered in zinc dust. Dyestuffs were quiet. This quiet reflected the tendency in a number of textile units to curtail operations. Archil and annatto remained firm. A fair call was noted for valonia and wattle bark, both products displaying a decidedly firm tone. A good portion of the firmness in both items could be explained by a similar tone in evidence in the primary market. Mangrove bark and myrobalans continued quiet.

Price Changes

Prices were changed during the past week as follows:—

Advanced

None

Reduced

Dextrin, corn, 20c. per 100 lbs.
Starch, corn, 20c. per 100 lbs.

Comparative Values

Index numbers compiled from nineteen typical dyestuffs on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
155.1	155.2	155.2	152.5

Market news that may have developed after this report was sent to press will be found on page 4.

Chemicals

Alumina Chloride.—A fair demand was reported for this product again last week. Routine consumers supplied the call. Quotations displayed a steady to firm tone.

Antimony Salt.—Although demand was slow throughout the week, usual buyers were not inclined to purchase beyond actual prdouction requirements. Prices were firm at previous levels.

Potash Bichromate.—A firm tone continued in prominence for this product throughout the period under survey. Shipments were moving against contracts in volume sufficient to cover for immediate production wants only.

Potash Prussiate.—A steady to firm tone prevailed in this market again last week, sellers reporting a fair volume of business on the books for delivery during the balance of the current year.

Soda Bichromate.—Conditions were relatively unchanged from recent weeks. Shipments were moving against contracts at a fair pace and producers were holding firmly to quotations in order previously.

Zinc Dust.—This market noted a steady tone during the week. The call indicated consumers were covering when needs were urgent. No change was disclosed in quotations.

Dyestuffs

Annatto.—Demand for paste and seed annatto was spotty again last week. The spottiness in the call failed to have an influence on the market pricewise.

Archil.—Shipments were moving out in jobbing quantity. Sellers, however, reported prices were decidedly firm.

Cochineal.—This situation was much the same as in the preceding period. Usual consumers were ordering out small quantities; prices for Teneriffe silver and gray material were held at unchanged levels.

Fustic.—Quiet prevailed in this market again last week, but sellers reported prices displayed a decidedly firm price tone.

Logwood.—This market noted an irregular demand during the week. Prices were holding firm at the levels in force previously.

Madder, Dutch.—Although the market was a rather drab affair, the call being confined to occasional small quantities, sellers reported prices were firm at previous levels.

Nutgalls.—Prices were nominal. The nominal price situation was the result of the uncertainty of supplies.

Sizing Materials

Albumen. — Demand was irregular again last week, prices were strictly nominal. The nominal condition of the market was caused by the uncertainty of supplies, because of the Sino-Japanese hostilities.

Dextrin.—Prices were further reduced 20c. per 100 pounds for the corn derivatives.

Egg Yolk.—This market continued to note a nominal price for imported egg products. The nominal price situation reflected the uncertainty surrounding supplies.

Starch.—A decline of 20c. per 100 pounds was noted in prices for corn derivatives, reflecting a decline in the basic product. The Commodity Credit Corporation will make loans to producers on the 1937 corn crop, the necessary funds having been made available by commitment of $75,000,000 from the Reconstruction Finance Corporation. The 1937 loan on cribbed corn will vary with the moisture content of the corn as determined by moisture tests of representative samples of corn offered for sealing. Two and one-half cubic feet of corn testing 14½ percent or less in moisture will be regarded as a bushel of corn eligible for a loan of 50 cents. For each one percent increase in the moisture content of the corn in excess of 14½ percent there will be a deduction of 2 percent in the bushels of corn as determined by the cubic content of the sealed cribs. No loans will be made on corn having a moisture content in excess of 20½ percent. With the adjustments for moisture content of stored corn, the loan rates are the equivalent of 50 cents to 44 cents per bushel of corn as determined by cubic content of the cribs, depending upon the moisture content of the corn.

Loans will be available only to farmers who participated in, and whose farms qualified for payments under, the 1937 Agricultural Conservation Program in the States of Illinois, Iowa, and certain "corn limit" areas in the States of Indiana, Minnesota, Missouri, Nebraska, Ohio, South Dakota and Wisconsin. The loans will bear 4 percent interest and will be available between December 1, 1937, and April 1, 1938. The loans will mature 10 months from their respective dates, but in no event later than November 1, 1938. It is expected that the operation of the corn loan program in the corn limit areas, where corn surpluses are involved, will provide a more orderly system of marketing and prevent the glutting of corn markets early in the marketing season when corn prices usually are low. The program also will enable farmers to obtain credit on the corn they have produced and still carry the supply on their farms where most of it will be used eventually. Loans will be made in accordance with the provisions of various farm storage warehouse laws of the states in which the program will operate. As in past programs, cribs will be inspected, corn samples taken and the cribs sealed by official state sealers.

Current prices on dyestuffs and tanstuffs are given in the alphabetical list of prices beginning on page 7

Tanning Materials

Divi-Divi.—This market continued in the doldrums, sellers reporting prices were nominal.

Gambier.—There was a highly irregular demand for common gambier, quotations were nominal. The call for Singapore cubes and plantation gambier was spotty, prices were steady to firm.

Mangrove Bark.—Business here was confined to covering when needs became imperative. Quotations were firm at the levels in force previously.

Myrobalans.—Quiet prevailed in this market again last week, sellers reporting prices were steady to firm.

Quebracho.—Usual consumers were ordering out supplies conservatively, prices were well maintained.

Valonia.—A firm tone continued in prominence for the cups and beards throughout the week. No change was disclosed in quotations.

Wattle Bark.—A strong tone governed activities in this market again last week, demand was irregular. Strength in the price structure could be traced to continuance of a similar tone in the primary market.

Margarin Manufacturing Operations in August

According to figures reported to the Bureau of Internal Revenue, Washington, the margarin manufacturers' production in August, 1937, compared with August, 1936, as follows:—

	Pounds—August, 1937.	Pounds—August, 1936.
Total production of uncolored oleomargarin	*28,564,245	†30,096,123
Total withdrawn tax-paid	28,337,163	30,827,535

Ingredients used in the production of colored and uncolored margarin in August, 1937, compare with August, 1936, as follows:—

In Uncolored Margarin

	Pounds—August, 1937.	Pounds—August, 1936.
Babassu oil	523,367	1,982,381
Coconut oil	7,693,122	11,610,249
Corn oil	236,103	178,568
Cottonseed oil	10,014,038	7,587,542
Derivative of glycerin	86,535	98,938
Lecithin	2,115	1,617
Milk	5,226,462	5,782,316
Neutral lard	99,257	148,379
Oleo oil	738,890	1,551,864
Oleo stearin	292,416	292,301
Oleo stock	85,091	142,168
Palm oil	13,032	61,464
Palm kernel oil	967,529	274,748
Peanut oil	137,174	316,966
Salt	1,215,975	1,481,501
Sesame oil	.....	3,528
Soda benzoate	11,285	12,350
Soybean oil	2,722,434	766,660
Totals	30,064,775	32,293,740
Total production of colored oleomargarin	‡115,108	254,999
Total withdrawn tax-paid	38,254	44,792

In Colored Margarin

Babassu oil	.....	2,743
Coconut oil	20,578	139,125
Color	113	243
Corn oil	34	16
Cottonseed oil	12,688	20,817
Derivative of glycerin	244	280
Milk	27,131	65,155
Neutral lard	2,627	4,134
Oleo oil	14,659	31,304
Oleo stearin	2	4,375
Oleo stock	912	1,818
Palm oil	.....	85
Palm kernel oil	18,608	.....
Peanut oil	17	5,297
Salt	8,797	18,358
Soda benzoate	60	37
Soybean oil	20,029	764
Totals	126,499	294,551

* Of the amount produced, 32,208 pounds were reworked.
† Of the amount produced, 19,983 pounds were reworked.
‡ Of the amount produced, 896 pounds were reworked.

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Carbon Black Prices Break—Standard Grades in Car Lots Cut ½c. —Lead Continued Downward—Oxides Down—Rosin Prices Recover—Turpentine Quiet

A break in car lot prices for standard grades of carbon black took place Wednesday. The price break was a competitive one and the first in years. There was considerable confusion in the market during the days that immediately followed the first sign of the break. For the present, the reduction was confined to the car lot prices for standard grades. There has been no change in specialty blacks and the l.c.l. prices for all grades were undisturbed. A bulk tankcar price was established for standard blacks at a quarter-cent per pound below the newly established prices for bagged material in carload lots. Producers were preparing to book 1938 contracts at the new schedule. Whether or not competition will force a reduction in l.c.l. prices could not be determined but for the present they are being held.

Another decline in pig lead and derivative oxide prices was another of Wednesday's developments. The pig lead price declined again on Thursday, marking the sixth reduction in as many weeks. Car lot prices for red lead and litharge were lowered automatically but the corroders held the l.c.l. prices that were established on the preceding day and did not make the change that usually follows a quarter-cent movement in the basic metal. Hence, the card or l.c.l. prices for dry red lead, litharge and orange mineral were reduced only a quarter-cent last week against a half-cent cut in the metal. White lead prices were not altered by the week's lead developments but buying came to an abrupt halt in mid-week.

Rosin prices had an upward trend at times, the recovery being attributed mainly to purchasing in primary centers by Northern interests of prominence. Turpentine was rather quiet. Receipts in primary markets continued liberal, weather conditions being favorable for production and marketing, but offerings were generally light or moderate. Labor conditions remained unchanged.

Laquer sales for the third quarter of the year totaled 12,135,940 gallons with a value of $15,294,633 against 13,066,499 gallons valued at $16,160,078 in preceding quarter and 10,535,520 gallons valued at $13,398,161 in the same quarter of 1936, according to the reports from 158 identical manufacturers filed with the Bureau of Census. Of the third quarter gallonage, 2,835,367 gallons were clear lacquers, 3,135,340 gallons pigmented, 499,522 bases and dopes, and 5,665,711 gallons of thinners.

September building activtiy was below the August rate but slightly better than September, 1936, according to Secretary of Labor Perkins. Reports from 1,521 cities indicated that the total value of permits issued was 8.5 percent less than August and 0.1 percent above September last year. The estimated cost of September building construction, including alterations and repairs, was $128,510,918, of which $53,584,547 was constituted by new residential buildings. During the first nine months of 1937, the aggregate value of all classes of building construction for which permits were issued amounted to $1,270,870, an increase of 14 percent over the corresponding period of 1936.

Price Changes

Prices were changed during the past week as follows:—

Advanced

Rosin gum, pale grades, 15c. to 50c. per 280 lbs.
Turpentine, gum, ¼c. per gal.

Reduced

Black, carbon, standard grades, c.l., ½c. per lb.
Lead, pig, ½c. per lb.
red, c.l., ½c. per lb.
l.c.l., ¼c. per lb.
Litharge, c.l., ½c. per lb.
l.c.l., ¼c. per lb.
Orange mineral, Amer., ¼c. per lb.
Red, vermilion, quicksilver, 5c. per lb.
Rosin, gum, medium grades, 5c. to 10c. per 280 lbs.
Rosin, wood, 35c. to 60c. per 280 lbs.
Turpentine, wood, 2c. per gal.

Comparative Values

Index numbers compiled from eleven typical paint and varnish materials on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
133.4	133.4	134.6	131.1

Market news that may have developed after this report was sent to press will be found on page 4.

Metallic Lead and Zinc

Pig lead prices were reduced twice within the week under review. The first cut of ¼c. per pound took place Wednesday and the second, which was also ¼c. per pound, occurred on Thursday. The reductions placed the market at 5c. to 5.05c. per pound in New York and 4.85c. per pound in East St. Louis. At this level, prices were even with their position of a year ago. Purchasing was light all week as the buyers held off waiting for appearances of the bottom of the movement. The tone of the market was a little stiffer on Friday, but the buyers were not disposed to rush things and there was little purchasing activity reported.

Zinc prices held steady against the surrounding weakness of reductions in lead and copper. The East St. Louis price remained at 5.75c. per pound throuhout the week. The demand was light.

Exports of lead and lead products were, according to preliminary figures released by the Bureau of Foreign and Domestic Commerce, valued at $374,115 in September; and registered a very slight gain over the August trade of $373,986. Compared with the trade of September of last year, however, exports in the current month were valued at nearly three times as much as the trade of a year ago. Imports, at $103,237, while they were valued at approximately five times as much as in September, 1936 (when they were valued at only $20,692), were markedly under the August, 1937, trade of $130,084 of these products.

The leading item in the export trade was lead in pigs, bars, and similar forms —this trade totaling 5,723,499 pounds, and being valued at $266,515. The trade in Babbitt metal aggregated 110,295 pounds, and was valued at $41,633.

Ores, flue dust, and matte—1,361,063 pounds, valued at $61,982—was the leading item in the September import trade. Lead in such primary forms as pigs, bars, scrap, etc., was imported to the extent of 561,434 pounds ($18,801), while receipts of Babbitt metal, solder, and other lead alloys (except type metal) aggregated 25,734 pounds, valued at $16,412.

Lead.—Prevailing spot prices at New York, East St. Louis and London for the period from October 30 to November 5, inclusive, were as follows:—

	Pigs		
	Per pound		Spot. London. Per ton
	New York.	E. St. Louis.	£ s. d.
Saturday	$0.6550@0.555	$0.0535	.. .. ..
Monday	.0550@0.0555	.0535	17 15 0
Tuesday	*.....@.....	.0510	17 6 3
Wednesday	.0525@0.0530	.0510	17 5 0
Thursday	.0500@0.0505	.0485	16 13 9
Friday	.0500@0.0505	.0485	16 5 0

* Holiday.

Zinc.—Prevailing spot prices at New York, East St. Louis and London for the period from October 30 to November 5, inclusive, were as follows:—

	Slabs		
	Per pound		Spot. London. Per ton
	New York.	E. St. Louis.	£ s. d.
Saturday	$0.0610	$0.0575	.. .. ..
Monday	.0610	.0575	16 10 0
Tuesday	*.....	.0575	16 7 6
Wednesday	.0610	.0575	16 10 0
Thursday	.0610	.0575	15 17 6
Friday	.0610	.0575	15 7 6

* Holiday.

Pigments

Pig lead prices moved down Wednesday and again on Thursday. These de-

Current prices on paint, varnish and lacquer materials are given in the alphabetical list of prices beginning on page 7

FOR QUICK DRIES—

DUREZ 202

the new heat-hardening 100% phenolic

For extra-fast-dry finishes, for floor varnishes, for bakes—here's a resin you'll like. You can fuse it with rosin, ester gum or Durez 210 to produce resins of any melting point—even higher than the hardest natural gums such as pale congo.

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● "I've worked out a good many different paint formulas for my company in my time . . . and I've kept careful watch over how they stand up on the job. But I always come back to this one point—and you can't talk me out of it: *Formulas with high lead content are practically foolproof!*

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WHITE LEAD CARBONATE • RED LEAD
SUBLIMED BLUE LEAD • ZINC OXIDE
SUBLIMED WHITE LEAD • LITHOPONE
SUPER SUBLIMED WHITE LEAD
LITHARGE • SUBLIMED LITHARGE
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ALUMINUM STEARATE
MAGNESIUM STEARATE
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- CHICAGO
- ST. LOUIS
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clines forced automatic reductions in car lot prices for dry red lead and litharge. Wednesday's decline was also accompanied by a decline in l.c.l. prices but when Thursday's reduction took place, the sellers did not alter the l.c.l. price of red lead, litharge and orange mineral. White lead prices were not affected by last week's decline and remained at the levels established in the latter part of the preceding month. The latest reduction in lead oxides was the sixth within as many weeks.

White Lead.—The two ¼c. reductions in the metal did not influence the position of the carbonate or sulphate. Prices held at the reduced level that was established October 19. The latest reductions in pig lead, however, put a halt to the purchase of white lead. Evidently the buyers were "waiting out" the market for a lower price but from the attitude of leading corroders in holding card prices for lead oxides aloof from Thursday's drop in metal costs, it would seem that the producers' position was far from weak.

Red Lead.—Car lot prices moved down ¼c. on Wednesday and another ¼c. per pound on Thursday, following the metal in each instance. L.c.l. prices declined ¼c. on Wednesday but Thursday's metal drop was not followed. The car lot prices were as follows:—95 percent or less Pb_3O_4 7½c. to 7¾c. per pound; 97 percent, 7¾c. to 8c. per pound; and 98 percent, 8c. to 8¼c. per pound. The l.c.l. schedule which was established Wednesday and held through the remainder of the week despite Thursday's metal decline, was as follows: 5 ton lots delivered Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex., and west of the Cascades in Ore., and Wash., 8½c. per pound; 5-ton lots delivered Ariz., Idaho, Nev., Utah, and east of the Cascades in Ore., and Wash., 9c. per pound; 5-ton lots delivered Colo., Mont., N. Mex., and Wyo., 8¾c. per pound; and 5-ton lots delivered elsewhere, 8¼c. per pound. Less than 5-ton lots were ½c. per pound higher than 5-ton lots. Prices for 97 percent material were ¼c. above 95 percent material and the 98 percent grade was ½c. per pound higher than the 95 percent strength.

Litharge.—Car lot prices declined ¼c. per pound each on Wednesday and Thursday of last week and reached 6½c. to 6¾c. per pound. The l.c.l. prices were lowered ¼c. on Wednesday but did not move with the metal reduction on the following day. The 5-ton prices were as follows:—Delivered Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex., and west of Cascades in Ore., and Wash., 7½c. per pound; delivered Ariz., Idaho, Nev., Utah and east of Cascades in Ore., and Wash., 8c. per pound; delivered Colo., Mont., N. Mex., Wyo., 7¾c. per pound; and delivered elsewhere 7¼c. per pound. Less than 5-ton lots were priced ½c. over the 5-ton lot prices.

Lithopone.—Trade reached a low point last week as takings against contract were few and far between. The price schedule was held in a steady position and interest is now centering upon 1938 business albeit prices for the spring opening of next year have not been made known yet.

Orange Mineral.—Prices declined ¼c. per pound following Wednesday's decline in metallic lead prices. The Thursday decline in the metal did not disturb the schedule for mineral. Prices for 5-ton lots were now 11c. delivered Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex., and west of the Cascades; 11½c. per pound delivered Ariz., Idaho, Nev., Utah and east of Cascades in Ore., and Wash.; 11¼c. delivered Colo., Mont., N. M. and Wyo.; and 10¾c. per pound delivered elsewhere. The less than 5-ton prices were ½c. per pound over the 5-ton schedule.

Titanium Pigments.—The indications around the market at present are that contract prices for the commencement of 1938 will not be changed from present levels. Up to this writing, however, there has been no move to book new contracts. Last week's ordering was light. October closed out slowly and trade has been poor since.

Zinc Oxide.—Leaded zinc oxides have not changed in price since October 19. The price declines in pig lead last week were not reflected in the compound pigments. Sellers of zinc pigments have not yet taken a position on price for 1938 business but it was expected that prices would be made known within a short time—perhaps this week. In company with other pigments, current trade was small.

Fillers and Extenders

Inert pigments and extended materials shared in the slowness of the general market for paint, varnish and lacquer

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chemicals. Poor trade reports were heard in almost every direction. Prices have been holding without important change. By-product blanc fixe was reported at a cheaper price but this was not a development that took place within the past week.

Blanc Fixe.—Dry, by-product material was now offered by Eastern producers at $55 per ton for car lot amounts and $60 per ton for l.c.l. quantities. Pulp material continued unchanged at $40 to $42.50 per ton. The price on dry material is $5 cheaper than when last reviewed here but does not represent a change of the past week. One of the makers of high-grade precipitated dry material reached last week quoted the market unchanged at $70 in car lots and $75 per ton in smaller quantities.

China Clay.—As reported here last week, prices for imported material have held without change but the possibility of higher ocean freight rates after the first of the new year may alter the laid down cost at Atlantic ports. There has been no shift in the domestic material since early in the year.

Dry Colors

Standard grade carbon black prices broke last week. The break occurred Wednesday and a very confused market situation followed. The added production and additional competition this year shattered the price structure that had been in effect for the past few years. Up to this writing, car lot prices on standard grades were the only prices cut. L.c.l. prices were unchanged.

Carbon Black.—Car lot prices for standard grades in bags were lowered ½c. per pound Wednesday, and tank-car prices were established at ¼c. per pound below the regular car lot prices. L.c.l. prices were unchanged and there was no change made on specialty blacks. The car lot price, delivered Akron was now 4.55c. per pound. The schedule was now as follows:—Zone A (Gulf ports for coastwise delivery in North America), 3.95c. per pound; Zone B (Texas, Ark., Col., Kan., N. Mex., and part of Mo.), 4¼c. per pound; Zone C (Pacific Coast States), 4.40c. in 50,000 pound cars and 4.55c. per pound in 30,000 pound cars; Zone D (Iowa, Ill., Wis.), 4.40c. per pound; Zone E (Fla., Ga., Ind., Ky., W. Va., Mich., Tenn., and parts of Pa. and N. Y.), 4.55c. per pound; Zone F (S. C., N. C., Va., Md., N. Y., Vt., N. J., N. H., Me., Mass., R. I., and part of Pa.), 4.85c. per pound; Zone G (Mex.), 5.05c. per pound. Up to this writing, no change in export prices had taken place. Sellers were preparing to take 1938 business at the aforementioned prices.

Chrome Colors.—Further reductions in lead prices last week heightened interest in the possibility of lower prices for the opening quarter of next year. Pig lead prices were out last week for the sixth time in as many weeks. While color makers have not taken a position on 1938 prices, they will probably do so this month and the lowering cost of lead was considered by some as a weakening influence, particularly on the yellow.

Hansa Yellow.—The market continued in a steady and unchanged position at the long standing basis of $1.37 per pound.

Spanish Red Oxide.—As reported previously, the importers here believed that supplies would be shipped from abroad regularly from now forward. The price was 3⅜c. per pound delivered.

Vermilion.—The quicksilver derivative was lowered 5c. per pound last week to $1.60 per pound for 500-pound quantities. Smaller lots were priced at $1.61 to $1.69 per pound.

Varnish Gums

The Far Eastern gum markets have been holding in a very firm position. Although replacement purchases by American importers and consumers have been light there has been some measure of support from Europe and other parts of the world. Furthermore, supplies abroad are light and the shippers in Macassar, Singapore, etc., have been holding firmly against underbids.

Copals.—There has not been a change in replacement market prices for some weeks now. The prices have been holding firmly against the general trend of commodity values. Demands have been very small but the light supply of gums at the shipping depots abroad held things in firm shape.

Dammars.—The Batavia and Singapore markets continued in a firm and unchanged position. Cables indicate uniform resistance to low bids. Replacement purchasing has been very light and the withdrawals for account of contract have been small also.

Synthetic Resins

Although some manufacturers have been shipping out supplies in fairly good fashion, most of the synthetic gum suppliers reported a flat market. October closed with quiet trading and there has not been much business since. There were no reported changes in price last week.

Naval Stores

A recovery took place in rosin quotations in primary centers last week, the upturn being attributed mainly to purchasing by northern interests which had remained out of the market for a time. On the rise purchasing slackened but sentiment in trade circles here and in the South showed some improvement for the time being at least, despite the reserved attitude of buyers in large cansuming industries, many of whom were still disposed to adhere to a very conservative course in the matter of providing for future requirements, this policy being attributed by some to recent disturbing events in financial circles here and uncertainty concerning political affairs at home and abroad.

The export inquiry for rosin continued to be reported as quiet and therefore disappointing to some who had expected to witness an increase in the inquiry from European and Far Eastern countries following a turn for the worse in the foreign political situation. The export movement on old contracts showed an increase but the volume of new inquiries received was reported as small. Domestic purchases of turpentine in Southern markets continued on a very conservative scale and the export inquiry remained slow. Daily offerings of rosin and turpentine in primary markets were rather light much of the time, although receipts continued liberal, weather conditions in most sections being favorable for production and marketing.

The labor situation remained about as noted at the close of the previous week. It was announced from Washington that the marketing agreement and license for gum turpentine and gum rosin processors, the major portions of which had been in suspension since August 5, 1935, has been terminated.

Turpentine.—The local turpentine situation lacked features of importance last week. Buying interest was apparently limited to comparatively small or moderate quantities to fill current needs, the movement of such lots for the period apparently being unimporant in the aggregate. Takings by domestic buyers in southern markets as officially reported were rather light but the movement in tankcars was said to be somewhat larger than in the previous week. Offerings in primary centers were moderate.

SAVANNAH, Nov. 5.—The turpentine market had a steadier undertone. Following is a record of the market for the week:—

	Cents per gal.	Barrels Sales.	Re-ceipts.	Ship-ments.	Stocks.
Saturday...	26½	51	231	...	39,093
Monday....	26¾	63	263	656	39,510
Tuesday....	28	49	317	...	39,827
Wednesday.	27	169	296	...	40,123
Thursday ..	26¾	83	151	40	40,234
Friday	26¾	110	241	6	24,069

JACKSONVILLE, Nov. 5.—Turpentine was irregular, with the tone of the market steadier. Following is a record of the market for the week:—

	Cents per gal.	Barrels Sales.	Re-ceipts.	Ship-ments.	Stocks.
Saturday...	26¾	112	230	13	32,160
Monday....	27	121	279	...	32,415
Tuesday....	26¾	51	153	4	32,564
Wednesday.	26½	...	119	...	32,683
Thursday ..	26¾	...	135	9,265	23,553
Friday	27	26	187	810	22,930

PENSACOLA, Oct. 30.—Turpentine was quiet and steady. Following is a record of the market for the week:—

	Barrels Re-ceipts.	Ship-ments.	Stocks.
Monday	141	...	25,526
Tuesday	101	101	25,526
Wednesday	57	...	25,583
Thursday	111	162	25,532
Friday	97	282	25,347
Saturday	120	...	25,467

CHICAGO, Nov. 5.—Turpentine gives evidence of more stability in the market than in some time. Buying is a little less restrained. Ruling prices at the close of business last night were:—Five-drum lots, 37c. per gallon; five wood barrels, 42c.; single drums, 40c.; single barrels, 45c.

Current prices on paint, varnish and lacquer materials are given in the alphabetical list of prices beginning on page 7

ORGANIC AND INORGANIC
PIGMENT
COLORS
IMPERIAL
PAPER AND COLOR CORPORATION
PIGMENT COLOR DIVISION
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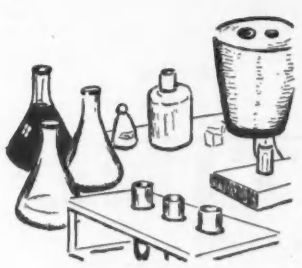
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And Falkovar 203-UD is utilized in making high grade glosses, one-coat finishes, architectural goods, egg shells and flats; all without the necessity of the use of the high cost China Wood Oil.
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FALK QUALITY SINCE 1890 PRODUCTS
Warehouse Stocks in Eleven Important Centers
Falkovar Fish and Soya Bean Oils
FALK QUALITY MEANS BETTER PRODUCTS

LONDON, Nov. 5.—Quotations on turpentine were as follows:—

	Per cwt. in bbls. s.	d.
Saturday	31	6
Monday	31	6
Tuesday	31	6
Wednesday	32	0
Thursday	32	0
Friday	32	0

Stocks of American turpentine in London were:—

	Nov. 5.	Previous week.	Last year.
Barrels	15,693	21,507	19,327

Rosin.—Quotations had an upward trend at times, this being a reflection of the course of prices in the South, where Northern interests of prominence were reported to have purchased on a scale sufficiently large to have a strengthening effect, especially as daily offerings were light or moderate. The export inquiry continued to be reported as slow although there was some increase in the outward movement from seaboard markets on contracts previously placed. Weather conditions were generally favorable for production and marketing and receipts in primary centers were liberal.

SAVANNAH, Nov. 5.—Rosin offerings were light and prices had an upward trend at times. Following is a record of the market for the week:—

	Price per unit—Low of range quoted— Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
B	$6.25	$6.50	$6.60	$6.55	$6.25	$6.25
D	6.25	6.50	6.60	6.55	6.25	6.25
E	6.25	6.50	6.60	6.55	6.25	6.25
F	6.70	6.80	6.90	6.95	6.75	6.50
G	6.70	6.80	7.00	6.95	6.75	6.50
H	6.70	6.80	7.05	6.95	6.75	6.50
I	6.70	6.80	7.05	6.95	6.75	6.50
K	6.70	6.80	7.05	6.95	6.85	6.50
M	6.70	6.82½	7.05	7.00	6.85	6.50
N	6.72½	7.00	7.15	7.00	7.00	6.60
WG	7.00	7.25	7.55	7.35	7.35	7.00
WW	7.25	7.50	7.75	7.75	7.75	7.75
X	7.25	7.50	7.75	7.75	7.75	7.75
	Barrels					
Sales	436	465	787	541	571	340
Receipts	1,052	884	1,661	1,616	967	1,427
Shipments	...	6,051	...	1,057	6,986	1,000
Stocks	87,493	82,426	84,087	84,646	78,627	79,054

JACKSONVILLE, Nov. 5.—Rosin was quiet but the market had a firmer tone. Following is a record of the market for the week:—

	Price per unit—Low of range quoted— Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
B	$6.57½	$6.57½	$6.55	$6.55	$6.55	$6.55
D	6.57½	6.57½	6.55	6.55	6.55	6.55
E	6.60	6.60	6.55	6.55	6.55	6.55
F	6.70	6.70	7.00	6.90	6.90	6.90
G	6.70	6.90	7.00	7.00	7.00	7.00
H	6.70	6.90	7.00	7.00	7.00	7.00
I	6.70	6.90	7.00	7.05	7.05	7.05
K	6.70	6.90	7.00	7.05	7.05	7.05
M	6.70	6.90	7.00	7.05	7.05	7.05
N	6.72½	6.90	7.00	7.10	7.10	7.10
WG	7.00	7.10	7.35	7.35	7.35	7.35
WW	7.25	7.30	7.60	7.65	7.65	7.65
X	7.25	7.30	7.60	7.65	7.65	7.65
	Barrels					
Sales	541	130	469	281	...	...
Receipts	772	1,435	528	556	728	750
Shipments	162	...	...	400	4,226	...
Stocks	51,628	53,117	53,775	53,902	50,404	51,154

PENSACOLA, Nov. 5.—The rosin market was quiet. Following is a record of the market for the week:—

	Barrels Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
Receipts	587	295	262	462	264	418
Shipments	80	80	80	710	80	1,200
Stocks	26,763	26,978	27,160	26,912	27,096	26,314

CHICAGO, Nov. 5.—While values in rosin are well below recent levels, nervousness seems hardly so pronounced as it was. Ruling prices at the close of business last night were:—B grade, $9.80 per lot of 280 pounds; G grade, $9.85; M grade, $9.90; W.W. grade, $10.30.

LONDON, Nov. 5.—Quotations on American rosin were as follows:—

	Per cwt. in barrels— Common. s.	d.	W.W. s.	d.
Saturday	17	6	19	0
Monday	17	6	19	0
Tuesday	17	6	19	0
Wednesday	17	6	19	0
Thursday	17	6	19	0
Friday	17	6	19	0

Pine Oil.—The market retained a firm tone, quotations being maintained at the levels prevailing in the previous week. There was a steady movement into local and other consuming channels.

Pitch.—There were reports of a somewhat better inquiry but aside from this the situation lacked features of interest. The market was steady on the basis of previous quotations.

Rosin Oil.—Quotations were generally maintained at former levels, the tone of the market being steady. Business lacked snap but there was a fair inquiry from manufacturing consumers.

Tar.—The market remained in a steady position. There was a fairly active demand from local and other buyers. Quotations were stationary.

Shellac

Shellac was a comparatively inactive market in world marts during the past week. Locally the call was light, irregular, and covered only the immediate needs of manufacturing consumers. Abroad, demand was reported to be small so far as export parcels were concerned. The general inactivity in this market reflected comparative dullness in the consuming trades. Expansion usually noted in the Fall season has been limited this year, and signs of an improvement were absent during the period under review. Pricewise, the spot market lacked quotable change, but competition was keen, and occasional shading was reported.

Calcutta, Nov. 5.—Calcutta quotations basis of sterling exchange at $4.88, for shellac for later delivery, have been as follows:—

	Per pound— Nov. 5.	Oct. 29.
November	9½c.	9½c.

Quotations in cents per pound were subject to correction in accordance with the rate of exchange prevailing on London.

Day-to-day prices were as follows:—

	Per pound.
October 29	9½c.
October 30	9⅝c.
November 1	9⅝c.
*November 2	....
November 3	9½c.
November 4	9⅝c.
November 5	9½c.

* Holiday.

London, Nov. 5.—London prices quoted on pure T. N. c.&f. New York, basis of sterling exchange at $4.88, were as follows:—

	November 5. Shillings. Cwt.	Cents. lb.	October 29. Shillings. Cwt.	Cents. lb.
December	43	9.4	43½	9.5
March	45	9.8	45½	9.9

Quotations in cents per pound were subject to correction in accordance with the rate of exchange prevailing on London.

Day-to-day closing prices were as follows:—

	Per hundredweight— December.	March.
October 29	43s. 6d.	45s. 6d.
October 30	43s.	45s.
November 1	43s.	45s.
*November 2	....	....
November 3	43s.	45s.
November 4	43s.	45s.
November 5	43s.	45s.

* Holiday.

Lacquer Materials

The market for lacquer materials continued quiet during the week just ended. Shipments were moving against contracts in conservative volume. This could be attributed to some extent to the conservative purchasing policy prevailing in the automobile industry. Manufacturers of the motor vehicles were apparently awaiting results of the public showing of the 1938 models before getting into volume production. Acetone continued unchanged, demand was fair. Tricresyl phosphate displayed a firm tone. There was little to report in the market for butyl alcohol, routine consumers supplied a fair demand. Prices for film scrap were firm, demand was fairly good.

Acetone.—Demand was fair during the week. Prices displayed a steady tone.

Butyl Alcohol.—This market continued to experience an irregular buying movement, but the volume was sufficient to give the market a firm tone.

Ethyl Acetate.—Shipments were moving against contracts at a good pace at times during the week, a steady to firm price tone was in evidence.

Film Scrap.—A firm tone governed the activities in this market again last week. Prices were unchanged. Demand continued fairly good.

Tricresyl Phosphate.—Shipments were moving against contracts at a consistent pace throughout the week, a firm tone was in evidence.

Driers

Manufacturers of stearates joined in the choral lament over the dragging state of trade. The takings against contracts by paint manufacturers and the grease compounding industry were small. The petroleum industry's interest was also light. Prices held unchanged.

Glues and Binders

Casein.—The domestic product continued at the recently established basis of 12½c. per pound for 20-30 mesh and 13c. per pound for 80-100 mesh, both in car lots, delivered. The paper trade's interest in purchasing was very slight.

Glues.—The week's trade was small. Buyers were ordering in a hand-to-mouth fashion and were uniformly indisposed to cover for needs ahead. The prices for bone and hide glues continues unchanged.

Plastic, Cold Water Paint, Calcimine Sales: Sept.

Sales of plastic and cold-water paints and calcimines reported by fifty-three manufacturers to the Bureau of the Census for September were as follows:—

Plastic Paints

	Pounds.	Value.
Paste, casein-bound	168,904	$22,037
All other	24,091	2,550
Dry, casein-bound	230,906	17,402
glue-bound	127,962	6,622
Totals	551,863	$48,611

Cold-Water Paints

	Pounds.	Value.
Exterior, lime or cement-bound	790,316	$58,695
casein-bound	399,660	22,618
Interior, casein-bound, paste form	1,434,564	127,582
dry powder form	398,284	34,514
glue-bound	361,646	9,401
Totals	3,384,470	$252,810

Calcimines

	Pounds.	Value.
Hot water	2,835,381	$109,825
Cold water	2,033,778	140,766
Totals	5,869,159	$250,591

Sales of these products for the first nine months of the year insofar as they can be compared with those in the corresponding period in 1936 were as follows:—

		1937.	1936.
Plastic paints	lbs.	5,392,483	4,967,099
	value.	$421,259	$402,413
Cold-water paints	lbs.	33,506,190	*18,181,606
	value.	$2,479,428	*$1,204,170
Calcimines	lbs.	64,525,294	62,054,953
	value.	$2,750,936	$2,642,211

* Does not include data for casein paint in paste form for interior use, which was not called for on schedule in 1936.

Elton Made Vice-President Of Trade Ass'n Executives

Reuel W. Elton, secretary of the National Paint, Varnish and Lacquer Association, has been honored by election to the vice-presidency of the Washington Trade Association Executives, representing more than 100 trade associations having offices in Washington, at the annual meeting held on October 14, 1937. The purposes of the Washington Trade Association Executives are:—To provide the opportunity for discussion on technique of trade association management; to promote sound development of industry organizations; to advance the efficiency of its members and thus promote the interests of the trade associations they serve.

E. B. Pinkerton Returns To Miller Chemical Co.

E. B. Pinkerton, for some time a vice-president of the Standard Wholesale Phosphate & Acid Works, Baltimore, has resigned to become vice-president of the Miller Chemical & Fertilizer Corporation, Baltimore, of which Newton Long is president.

Mr. Pinkerton, in making this move, gets back into the company of former associates, for he had held the position of vice-president of the Miller Fertilizer Company, when it was an affiliate of the Davison Chemical Corporation, with Mr. Long in charge. Some time ago, when the Davison corporation effected a revamping of its connections, the Miller Fertilizer Company lost its separate existence, and the new concern was formed by Mr. Long and his associates under a somewhat changed name. Mr. Pinkerton, in his new post, will carry on activities with which he has become thoroughly familiar in the course of his years of experience in the fertilizer industry, in which he is widely known.

Important—
Be sure your pails have "Howed-In" Gaskets—
DEWEY AND ALMY CHEMICAL CO.
CAMBRIDGE MASS.

CAMELINE CALCITE
Calcium Carbonate
Pure White
Dry Ground 325 Mesh
Used as:
Filler for Rubber, Insulation, Linoleum, Paint, Pigments, Plastics, etc.
HARRY T. CAMPBELL SONS' CO.
Towson, Baltimore, Maryland

QUALITY
PURITY
UNIFORMITY
LAMP BLACKS for every purpose
Produced according to the rigid specifications of the makers of
EAGLE and OLD STANDARD
Germantown Brands
Leaders Since 1849
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Bulk for the manufacturer. Packages for the dealer.
THE L. MARTIN COMPANY
Largest manufacturers of high grade lamp black in the world
45 East 42nd Street New York, N. Y.

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Reg. U. S. Pat. Off.
FOR PAINT MANUFACTURERS
INTERNATIONAL PULP CO., 41 Park Row, New York

mineral pigments
C.K. WILLIAMS & CO. DRY COLORS FOR FILLERS EASTON, PA.
NATURAL AND SYNTHETIC
PURE CHROMIUM OXIDES
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Industrial Uses of Chemicals and Related Materials

(Formerly styled "Where You Can Sell")

Producers' Guide to New Markets Technical Information for Processors

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(Parenthetical references are to the numbers of patents in the United States or other countries, as designated)

Amylcinnamic Aldehyde

Perfume

Component of—
- Floral compounds
- Hyacinth perfumes
- Jasmin perfumes
- Lilac perfumes

Soap

Odorant in—
- Toilet soaps

Avocado Oil

Cosmetic

Basic ingredient of—
- Cosmetic creams

Cadmium Tungstate

Electrical

Luminous agent in—
- Cathode-ray tubes used in television

Calcium Tungstate

Electrical

Luminous agent in—
- Intensifying screens for x-ray work

Deacetylated Chitin

Adhesives

Adhesive (Brit. 458818 and 458839) for—
- Asbestos and its products
- Canvas
- Cement
- Cloth
- Cork and its products
- Furniture
- Glass
- Lacquered surfaces
- Laminated paper
- Leather and its products
- Mica and its products
- Painted surfaces
- Paper and its products
- Plaster
- Plywood surfaces
- Porcelain
- Regenerated cellulose
- Rubber
- Safety glass
- Veneers
- Wood surfaces

Pentachloroanthraquinone-1:2:5:6-diacridone

Dye

Starting point (U.S. 1972094) in making—
- Reddish-grey vat dyes with 1-aminoanthraquinone

Phosphoric Acid

(Continued from November 1 issue)

Abrasives

Etching agent (U.S. 1482793) for—
- Abrasives
- Corundum
- Emery
- Garnet
- Quartz
- Sand
- Silicon carbide

Adhesives

Ingredient of—
- Cloth cement (U.S. 1482357)
- Paper cement (U.S. 1482357)

Agricultural

As a weed-killer (French 770858)

Starting point (Brit. 430417) in making—
- Green fodder preservatives for use in silos, by admixture with powdered coal, lignite, or peat

Analysis

Reagent in—
- Analytical methods and processes involving pure science, process control, and research

Animal Husbandry

Ingredient of—
- Cattle feeds (U.S. 1515968)

Beverage

Ingredient of—
- Carbonated beverages
- Cola beverages
- Fruit-flavored beverages
- Phosphate beverages
- Soft drinks

Sterilizing agent for—
- Beverages

Substitute for—
- Citric acid
- Tartaric acid

Brewing

Sterilizing agent (U.S. 1140717) for—
- Beer

Building Materials

Ingredient of—
- Acid-resisting cements (Brit. 416966)
- Hydraulic cement mortar (U.S. 1908636 and 1908637)

Process material in making—
- Acidproof cement (U.S. 1237078)
- Cement (U.S. 1507379)
- Waterproof cement (U.S. 1237078)

Retardant of—
- Setting of plaster of paris (used in conjunction with citric acid or its salts)

Starting point in making—
- Phenol esters useful in making or treating roofing materials (U.S. 1167195)

Cellulose Products

Catalyst in making—
- Cellulose acetate (U.S. 1296847, 1445382, and 1466329; Brit. 400249, 405825, and 415052)
- Cellulose esters (U.S. 1296847 and 1355415; Brit. 398626 and 415052)
- Cellulose formate (U.S. 1296847)
- Cellulose propionate (U.S. 1296847)

Hydrolyzing agent for—
- Cellulose acetate (Brit. 403554)
- Wood (U.S. 1323540)

Ingredient of—
- Cellulose hydrate (U.S. 1355415, 1218954, and 1242030)
- Rayon (U.S. 1242030 and 1355415)
- Solvent for cellulose (U.S. 1296847)
- Solvent for cellulose esters (U.S. 1283183)

Parchmentizing agent (U.S. 1430163) for—
- Cotton

Reagent in making—
- Artificial wool from proteids and cellulose (U.S. 1400381)
- Cellulose acetate (Brit. 407759)
- Cellulose formylphosphate (U.S. 1153596)
- Cellulose nitrate plasticizer (U.S. 1370853)
- Cellulose nitrate solvent (U.S. 1283183 and 1365052)
- Cotton solvent (U.S. 1218954 and 1242030)
- Cellulose hydrate (U.S. 1242030)

Solvent for—
- Cellulose (used in admixture with acetic acid) (U.S. 1296847)

Ceramics

As a flux

As a vitrifying agent

Increaser of—
- Color
- Translucency

Chemical

(See October 25 and November 1 issues)

Clay Products

Cleaning agent (U.S. 1438588) for—
- Canadian d'Amherst clay
- Canadian china clay
- Fraddon clay
- Wotter clay

Coal Processing

Catalyst (Brit. 414445) in making—
- Oils by hydrogenation of coal

Deterioration inhibitor (Brit. 401131) of—
- Emulsifying agent in emulsions of tar, pitch, oils

Disinfectant

As a bactericide (French 763508)

Distilling

Treating agent (U.S. 1423042) for—
- Distillery slop

Dye

Drying agent in—
- Dye syntheses

Process material in making—
- Anilin black (U.S. 1350600)
- Titanium compounds suitable as mordants (Brit. 419522)

Purifying agent (U.S. 1201601) for—
- Anthracene

Solubilizing agent (Brit. 396177) for—
- Basic dyestuffs
- Methylene blue
- Salts of basic dyestuffs
- Victoria blue R

Starting point in making—
- Catalysts for the manufacture of anthraquinone (U.S. 1487020)

Electrical

Ingredient (U.S. 1908039) of—
- Electrolyte for electrolytic rectifier

Process material in making—
- Arclight electrode (U.S. 1134148)
- Electric heater (U.S. 1507379)
- Electric insulation (various patents)
- Electrical resistance element (U.S. 1349053)
- Electrolytic condenser (U.S. 1141402)
- Electrolytic rectifier (U.S. 1141402)
- Incandescent light filaments
- Storage battery electrolyte (U.S. 1433136)

Explosives and Matches

Process material in making—
- Match splint (U.S. 1191544 and 1191545)
- Potassium nitrate (U.S. 1317524)
- Sodium nitrate (U.S. 1317524)

Fats and Oils

Extractant (Brit. 410813) for—
- Piperitone from essential oils

Purifying agent for—
- Vegetable oils (U.S. 1170868; Brit. 393108 and 377336)

Starting point in making—
- Extractant for fat from fish meal by reacting with a fat solvent and Irish moss (Brit. 405906)

Fertilizer

Ingredient of—
- Fertilizer compositions (many patents)

Starting point in making—
- Ammonium metaphosphate (U.S. 1194077)
- Ammonium phosphate (U.S. 1369763)
- Ammonium pyrophosphate (U.S. 1194077)
- Calcium acid phosphate (U.S. 1252318, 1383911, and 1383912)
- Dicyandiamide (U.S. 1275276)
- Double phosphate
- Fertilizer compositions (many patents)
- Urea phosphate (U.S. 1440056)

Treating agent for—
- Phosphate rock (U.S. 1313379)

Fireproofing

Starting point in making—
- Fireproofed fiber board (U.S. 1928805)
- Fireproofing solutions (U.S. 1382618)
- Phosphate salts, such as ammonium phosphates, sodium phosphates, used as fireproofing agents

Food

Acid flavoring agent in—
- Jams
- Jellies

Extractant for—
- Pectin from fruit

Ingredient of—
- Bread dough (U.S. 1500545)
- Cake flour (U.S. 1266202)
- Yeast stimulant (U.S. 1447054)

Peeling agent (U.S. 1453781) for—
- Fruit

Process material in making—
- Artificial milk (U.S. 1200782)
- Bran extract (U.S. 1189023)
- Dextrose (U.S. 1218954 and 1242030)
- Milk serum powder (U.S. 1246858)

Purifying agent for—
- Glucose (U.S. 1314203)
- Lactose (U.S. 1314203)
- Maltose (U.S. 1314203)
- Sorghum (U.S. 1314203 and 1314204)

Saccarifying agent (U.S. 1431525) for—
- Cereal germs

Sterilizing agent for—
- Cream (U.S. 1140717)
- Fruit pulp (U.S. 1140717)
- Grape juice (U.S. 1140717)
- Milk (U.S. 1140717)

Stimulant (U.S. 1449127) in—
- Yeast culture

Substitute for—
- Citric acid
- Tartaric acid

Treating agent (U.S. 1189023 and 1222830) for—
- Flour
- Wheat

Fuel

Process material in making—
- Fuel briquets (U.S. 1507673, 1507674, 1507675, and 1507676)

Glass

Ingredient of—
- Opaque glass batches
- Optical glass batches
- Ornamental glass batches
- Translucent glass batches

Process material in making—
- Crown glass
- Double objective lenses
- Glasses transparent to ultraviolet rays

Glue and Gelatin

Acidifying agent (U.S. 1289053) in making—
- Gelatin
- Glue

Insecticide and Fungicide

Inhibitor (U.S. 1318174) of—
- Mould growth

Parasiticide (French 763508) for treating—
- Mushrooms

Process material in making—
- Fungicide (U.S. 1515803)
- Insecticide (U.S. 1515803)

Laundry

Starting point in making—
- Souring composition (U.S. 1514067)

Leather

Process material in making—
- Artificial leather (U.S. 1245818, 1245977, 1275324, and 1427645)
- Tanning compounds (U.S. 1323878 and 1375975)
- Titanium compounds useful in tanning (Brit. 419522)

Linoleum and Oilcloth

Process material in making—
- Linoleum substitute (U.S. 1245978, 1245984, and 1427645)

(To be continued)

Potassium Dicresyldithiophosphate

Mining

Flotation agent (Brit. 455224) in—
- Froth flotation of minerals

Sodium Palm-Nut Oil Tauride

Laundering

Preventer (Brit. 451342) of—
- Precipitates or deposits of inorganic metal salts in washing fabrics in hard water with washing agents stable to hard water

Textile

Preventer (Brit. 451342) of—
- Precipitates or deposits of inorganic metal salts in washing fabrics in hard water with washing agents stable to hard water

Sodium Oleic Acid Sarcoside

Laundering

Preventer (Brit. 451342) of—
- Precipitates or deposits of inorganic metal salts in washing fabrics in hard water with washing agents stable to hard water

Textile

Preventer (Brit. 451342) of—
- Precipitates or deposits of inorganic metal salts in washing fabrics in hard water with washing agents stable to hard water

Zinc Tungstate

Electrical

Fluorescent screen material (Brit. 456561) in—
- Electronic tubes

PROGRESS WITH SOLIGENS

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UNIFORM METAL CONTENT
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245 FIFTH AVENUE
NEW YORK N. Y.

National Paint, Varnish & Lacquer Association

Fifth Annual Meeting

Cincinnati: October 26 to 29, 1937

Measures intended to assure economic production of the industry's products, to develop greater sales, and to eliminate unethical practices were recommended by vote of the annual convention of the National Paint, Varnish and Lacquer Association held in the Netherland-Plaza hotel, Cincinnati, October 26 to 29, under the chairmanship of Ernest T. Trigg, president. Every phase of production problems in the trade and industrial finishes divisions, of business conduct matters, and of selling and marketing practices was considered during the meetings.

Resolutions adopted were addressed to various matters as follows:—

Chinawood Oil Relief

Calling for action by the Department of State and other governmental agencies to secure release of shipments of chinawood oil now held up in Shanghai because of hostilities, and thus to bring relief from distress being suffered by paint, varnish, and lacquer and other industries interested in this material.

(C) Harris & Ewing

Ernest T. Trigg
N.P.V.L.A. President

Domestic Drying Oils

Calling for appropriate action by the Federal government to assist in all ways in development of domestic drying oils, the extension and improvement of tung oil plantings, the growing of domestic supplies of perilla and Mexican chia oils, and the improvement of soybean strains—all to the end that the American farmer may produce a greater share of such materials for his own benefit and to relieve the American public of dependence on foreign sources of supply.

Unearned Discounts

Opposing the granting of unearned discounts, and recommending a free exchange of information in all markets by members of the trade sales division as a means of eliminating the granting of such unearned discounts.

Paint Styling

Authorizing the continuance of the Council for Paint Styling as an association activity and endorsing the principles and purposes for which it was established.

State Trademarks

Condemning action of several States in having introduced in their legislatures measures requiring the local registration of trademarks.

The proceedings of the convention were arranged in four half-day sessions, which afforded ample opportunity for presentation of program numbers and for committee and group conferences. The wholesale division meeting was Tuesday afternoon; the formal opening preceded the industrial sales conference Wednesday afternoon; the trade sales conference and special session of the Council for Paint Styling were Thursday afternoon; and the final session Friday forenoon incorporated the drying oil symposium.

President's Address

Ernest T. Trigg, president, in his annual address, listed progress in all activities and emphasized the importance of industrial ethics and employer-employee relationship. He said:—

It is gratifying to see the splendid attendance at this convention as evidenced by your presence and the advance reservations which have been received. It is another demonstration of the co-operative spirit which exists in this industry. These annual occasions provide opportunity for formally considering and acting upon matters of broad interest to the industry, and make possible a renewal of friendships and the making of new ones which, after all, contribute more than anything else to the progress and welfare of all industry.

Welcome

It is a pleasure to welcome our Canadian associates. While it is a great disappointment not to have Mr. Monypenny with us as usual, we are happy to recognize our other Canadian associates, Messrs. Hargreaves, Humphrey, Abbott, Hodgins, Pemberthy, and Petican, and any others from Canada whose names do not appear on the registration list up to this time.

We are also pleased to recognize our European guests, David E. Roe, of the Atlas Preservative Company, Ltd., Erith, Kent, England; John A. Leavey and T. Cornelius, of the Keenok Company, Ltd., Stratford, England; W. H. Moss, of H. S. Moss & Co., Ltd., Chorley, England; G. F. New, of British Titan Products Co., Ltd., Durham, England; and Mogens Nielsen, of S. Dyrup & Co., Ltd., Copenhagen, Denmark, and to say to them that we are delighted to have them with us and to extend the courtesies of this occasion to them. The friendly attitude and interest of our neighbors and our friends from overseas is fully appreciated and helpful to us and we hope it may be to them as well.

While we have already recognized the delegates from the associated organizations, I wish to welcome them again and to invite their participation in our sessions and to consider themselves as one of us. The forces of an industry are best harnessed and made to do real "team work" by the fullest understanding of the problems of all its branches and occasions such as this do much to bring about that result.

And last, but by no means least, I welcome as our guests and associates those manufacturers present who may not be as yet members of the National Paint, Varnish and Lacquer Association. Your presence and co-operation is appreciated and you too are invited to participate in all of our sessions. We know that our deliberations will be better because you are here, and we hope and feel sure you will get good out of your attendance with us.

"In Union There Is Strength." The effectiveness of this association is constantly increased by the addition to its membership of all those who are eligible and who realize the value of constructive, sincere, and honest co-operation.

Half-century Marks

As a matter of record and in recognition, I refer to the fact that during the year, six of our local associations, namely, New York, Chicago, Cincinnati, St. Louis, Pittsburgh, and Philadelphia, celebrated their fiftieth anniversaries. The New England Association celebrated its fiftieth anniversary in 1934. The National Paint, Oil and Varnish Association, of which our present organization is immediate successor, was organized in Saratoga, N. Y., September 18, 1888, and will be fifty years old next year. There has to be something inherently sound and service-giving in any organization which endures for half a century.

Appreciation

The twelve-month period ending September 30 (the end of our fiscal year) has been a most active one. The problems and purposes of the industry have been looked after in the most effective possible manner. The continued sincere and constructive work of the executive committee and of all of the other committees during the year has made possible much genuine accomplishment. On behalf of the membership generally, as well as the officers of the association, this valuable service is acknowledged with our expression of deep appreciation for it. In a personal way, I take this opportunity to express my appreciation to all of the committees and their members as well as to the membership of the association as a whole for their continued loyal support of and co-operation with your president, and at this time I also wish to express my thanks to all the members of the staff for their loyal, conscientious, and efficient support, which is so essential to the success of our effort.

Committee Reports

The committee reports in printed form were sent to all association members October 5, three weeks ago, in order that each of you might read and consider them and be in a position to discuss any matters in which you are especially interested.

Three Sessions Only

As you have perhaps noticed from the program of this convention, there will be but three general sessions instead of five as formerly. This has made it necessary to concentrate on the most outstanding subjects and to plan for their orderly and expeditious consideration. Every one will, I am sure, appreciate the necessity for starting our sessions a little earlier than usual and you are earnestly requested to be on hand at the opening of the two remaining general meetings. We will thus show due respect to those who appear on our program as well as respect for the subjects to be considered.

Membership Again Increased

I am glad to report to you that our net membership for the year just ended again shows an increase over the preceding year. Each year since the creation of the National Paint, Varnish and Lacquer Association its membership has increased over the year before.

While it is not my intention to go into a detailed discussion of any of our regular activities, there are three matters I especially desire to mention:

Sales Statistics

In 1928 this association worked out arrangements with the Bureau of the Census, Department of Commerce, United States government, whereby the bureau has since that time secured and published monthly statistics respecting sales of paint, varnish, lacquer and kindred products in various classifications using totals only based upon reports sent to them by a substantial majority of the industry both numerically and in volume. These statistics are vital in that they clearly show business trends, comparisons now being available based upon identical manufacturers' reports for ten years. The earlier these figures can be published each month, the more valuable they are.

We are informed by the Bureau of the Census that some manufacturers who contribute their figures are occasionally a little slow in getting their reports. I therefore take this opportunity to urge that these manufacturers be good enough to arrange to have their figures submitted to the bureau just as promptly as possible after the close of each month.

Good Business Ethics

Our code of ethics is an expression of fundamental principles that both antedated and survived our NRA code. Rumors of breaches in this code prove in most cases to be unwarranted and in other cases to a lack of full knowledge of the established ethics of industry which, after all, is the basis of our confidence in one another and the opportunity of good will that so generally exists. With changing personnel and with new men and interests coming into the industry from time to time there is the ever present necessity for frequent repetition of this code of ethics so that all may be conscious of and abide by it.

Val Wurtele
New N.P.V.L.A. Vice-President

That our fellowship within the industry is no mere gesture was emphasized last spring when manufacturers vied with each other in offering production facilities, warehouse, and office space to stricken companies temporarily put out of business in Louisville and other points along the Ohio by reason of flood and fire. Our files contain letters of appreciation for assistance and offers of assistance from many such manufacturers. Time will not permit an extended reference to these, but I do want to quote one paragraph from a letter received from the Louisville Varnish Company:—

"While the city was still surrounded by flood waters and communication between various sections of the city itself was virtually impossible, offers poured in upon Colonel Callahan from near and far to have him share these competitive plants until we should be able to again re-establish our totally destroyed plant."

I do not know of any finer example of genuine, helpful co-operation than this. Only good business ethics as set forth in our code and as so long practiced in the industry could result in such a fine spirit, and it is hoped that all members of the industry will renew their allegiance to this, the industry's code of ethics, and instill into each member of their own organization the necessity for its strict observance.

Certificate of Honor

Your association has for the third time been honored by recognition in the annual award of the American Trade Association

N.P.V.L.A. Officers Elected in 1937

President (elected in 1936 for three-year term), Ernest T. Trigg, Washington.

Vice-president, Val Wurtele, of the Minnesota Linseed Oil Paint Company, Minneapolis.

Treasurer, Charles J. Roh, of the Murphy Varnish Company, Newark, N. J.

New England regional vice-president, Renshaw Smith, jr., of the Wadsworth-Howland Company, Boston.

Eastern regional vice-president, Harry R. Hillman, of the Eagle Paint & Varnish Works, Brooklyn.

Central regional vice-president, Milton K. Pine, of the Muralo Company, Chicago.

Southern regional vice-president, V. P. Warren, of the Warren Company, Atlanta.

Western regional vice-president, J. Langdon Root, of W. P. Fuller & Co., San Francisco.

Vice-president representing the wholesale division, W. B. Elwang, of the Sanders Brothers Company, Richmond, Va.

Members of executive committee for three-year term, E. A. Foy, jr., of the Foy Paint Company, Cincinnati; Benjamin Patterson, jr., of the Patterson-Sargeant Company, New York; J. Vincent Reardon, of the Reardon Company, St. Louis; C. N. Seidlitz, of the Seidlitz Paint & Varnish Company, Kansas City, Mo.; Harold E. Webster, of Pratt & Lambert, Inc., Buffalo; Howard Kellogg, of Spencer Kellogg & Sons, Buffalo.

Executives. At their meeting held in French Lick, Ind., September 24, 1937, Daniel C. Roper, Secretary of Commerce and chairman of their jury of award, presented to us "The Certificate of Honor for making its Clean Up and Paint Up Campaign in thousands of localities so all-appealing as to enlist the co-operation of business generally in creating a demand for paint, and all other facilities needed to make homes and souundings more attractive."

Such recognition can only come when deserved. Clean up and paint up is to-

Renshaw Smith, Jr.
New England Regional Vice-President

day an institution, the principles and purposes of which are a part of the civic life of over 7,000 cities and towns in the United States and many foreign countries. It is much more than a commercial activity—it is a civic conception and its annual observance in cities and towns across this country makes for better communities, better homes and living conditions, and better citizens. We again pay a tribute of appreciation to the memory of Allan W. Clark and for his service in giving our industry and the public the clean up and paint up campaign. Once more, too, we express to all of those who have carried on this work in more recent years our sincere thanks and deep appreciation.

Sales Progress

The sales of our industry continue to make progress. For the first eight months of this calendar year, the total as shown by the monthly reports of the Department of Commerce is only 5.9 percent less than for the same eight months of 1929, which was the previous peak year. When we remember that the industry's volume dropped to approximately 50 percent of the 1929 total in 1932, we realize the steady progress we have since made. Our sales for the first eight months of this year as compared to the same period last year show an increase of 14.3 percent. However, while the month of August showed a slight increase over August of last year, the percentage of increase was lessened and reports we have received indicate that September and October totals will probably not show the improvement of the earlier months of the year.

Tide of Prosperity

Business generally in the last two or three months has been retarded, but the majority expression of business leaders maintains that this is a temporary recession only and that there is no justification for supposing the tide of prosperity has reached the peak. An economic recovery, while in the main a forward movement, always has its interruptions. In any event, with the record of the previous months of the year, it seems clear that our industry will show a total increase for the calendar year 1937 as against 1936 and that we are justified in looking forward to a resumption of business activity after the turn of the year.

Costs

Many of the costs of the industry have been increased during the year. In some cases these increases have been reflected in advance in selling prices, while in other instances this does not seem to have been the case. On the industrial division program this afternoon Mr. Kennedy, its chairman, will present a paper on "Our Industrial Sales Dollar," in which he will deal with this subject "straight from the shoulder." He will be followed by Mr. Sieplein, who will present a very interesting and important discussion on cost accounting—a subject of the greatest possible importance to every manufacturer in the industry. With the constant changes which are occurring in the costs of raw materials and supplies as well as the expense of doing business including increased and increasing taxation, there is no one thing which requires more careful consideration and accurate control than the costs of our finished products. The presentation of these important subjects at the industrial division session is most timely.

Drying Oils

The immediate situation with regard to Chinawood oil is disturbing and points again to the necessity so often referred to of broadening the source of supply for this important product (or similar ones) so that we may not continue too dependent upon the local conditions in any one country. A comprehensive consideration of the whole drying oil subject is on our program for Friday morning. Dr. Gardner will offer some suggestions at that time with regard to what can be done to help out in the present emergency and he and other speakers on the program will develop ideas for future work in this general field.

Robinson-Patman Act

Following the consideration given to the Robinson-Patman act at the last convention many manufacturers where necessary proceeded actively to correct their merchandising methods to conform with it. While your national organization took no part in the preparation of specific plans, it did gather such material as was available from manufacturers and distributed it to the members of the association for their information. Regardless of uncertainties in some parts of the law, definite progress has nevertheless been made by many manufacturers in their efforts to conform to its letter and its intent. Such progress has been in a healthy direction beneficial to the members of the industry as well as to their customers and the public generally.

We are fortunate in having secured the attendance of Edwin B. George, economist, Dun & Bradstreet, Inc., at this convention, who will discuss the Robinson-Patman Law and its drifts during the past year at the trade sales division meeting to be held tomorrow, Thursday afternoon.

Paint Styling

At this same session the committee recently created and known as the "Council for Paint Styling" will present this subject in an organized way for the first time. It is—in the opinion of many members of the industry—high time that we take advantage of color in our sales promotion activities and capitalize on it. This committee has worked most intelligently and aggresively on its subject and has laid a ground work for future development which will undoubtedly be of great benefit not only to our industry, but to the public as well. Obviously its work has only started, its future success will depend to a large extent on the co-operation of the industry's members in making use of this great new selling tool.

Our Public Policy

Our theme for this convention, "The Paint Industry's Public Policy," has been used because of a growing realization on the part of business and the public generally that in the final analysis public opinion controls and the attitude of the public condemns or fosters individuals, businesses, and industries based upon the policies which such individuals or groups maintain in their relations with the people as a whole. The current situation was so well expressed in the opening statement in a recent publication of the Market Research Corporation of America, that I am desirous of including it here:—

"American industry stands at the crossroads. Its leaders are faced with making momentous decisions on many vital questions. These will modify not only the future of their own businesses, and their own industries, but will affect the future of America itself. No individual business is any longer entirely private or personal. Its powers of self-determination are limited. As a result of public scrutiny and public judgments, it is dominated to an increasing extent by forces out of its own control."

Industry's development depends upon its recognition of its social responsibility. Its future depends upon its ability to properly interpret and have respect for the public interest. The public must have the facts regarding industries which serve it. Nothing else can result in sound judgment. Through the half-century of our co-operative effort there is a long record of splendid accomplishment in the public interest. This industry has literally "lifted itself by its own bootstraps" so that it ranks among the highest of all industries

for its purposes, its character, and its integrity.

You are all so familiar with the policies and activities of your association that I need not take time to detail them here. The series of slides which will be presented to you at our Friday morning session will show you in brief and succinct form how directly the things we are doing and have been doing for a long time tie into the up-to-date thinking of leaders in our business and civic life.

Employer and Employee

In the business era immediately ahead of us, the question of employee-employer relationship will transcend all others. It has occupied much of the attention of interested parties and of the public generally during the past year. The nature of the paint manufacturing industry with its many independent units of employment spread throughout the country has quite generally insured friendly and co-operative relations between employers and employees. Most employers in our industry have long recognized their responsibilities to their employees and those who have not done so have probably had it brought closely home to them in recent months. After all, there can be no substitute for the concern of employers for the welfare of their working people. Factories and machinery count for little unless they are vitalized by human organization, loyal and interested, in the welfare of the business itself. It is important that every employer should give his best personal thought and attention to this situation to the end that enlightened justice may be done to all parties concerned. It is a basic responsibility of the employer to see that all the members of his organization are properly compensated, that their hours of employment are reasonable, and that the conditions under which they work are as comfortable and as safe as it is possible to make them. Such consideration should not be limited to factory workers, but should include employees in offices, warehouses, selling and all other departments because, after all, the needs and desires of any one group apply with equal force to all groups.

Information which comes to us indicates that a large number of manufacturers in our industry are now on a five-day, eight hours per day, schedule in their factories and that many are operating their offices and warehouses on the same basis. Where this is done a small or skeleton organization is sometimes maintained in the office and/or shipping department to take care of emergencies. This seems to be very definitely in keeping with the times in that it gives employees an extra day for recreation and rest from their work. Its consideration is commended to those who have not already seen their way clear to adopt it.

One of the most serious problems in the mind of the average worker is security in his job. Obviously employment cannot be guaranteed against all hazards of business "ups and downs," but such arrangements as can be made and such assurances as can be given to employees in regard to the permanency of their jobs and continuous employment certainly tends to the peace of mind of themselves and of their families. In this connection, and as a collateral to the thought of security, is the matter of group life insurance which many employers are providing today for the benefit of their employees. Frequently the employees pay part of the premium on such insurance and the employer the balance. This is a very worthwhile expense in that it assures something coming to the wife or other dependent in the event of the death of the wage-earner.

Our industry has always been forward-looking and kept itself in step with the times. There is no problem today of as much vital importance to our future welfare as the question of proper understanding and the right confidence between the worker and his "boss." I am confident that the members of our industry will continue to keep in step with the public interest by fully discharging its responsibilities to its own group of workers, not only because it is good business to do so, but because it is the fair and right thing to do.

Treasurer's Report

In his annual report of association finances, Charles J. Roh, treasurer, announced that receipts exceeded expenditures by $5,700.91, and that $12,000 more cash was on hand than in 1936 at the same time.

Charles J. Roh
Re-elected N.P.V.L.A. Treasurer

The statement of income and expenses was as follows:—

Income

Membership dues:—		
Class A	$156,008.75	
Class B	37,340.00	
Class C	5,725.50	
Class D	550.00	
Class E	3,842.03	
		$203,466.28
Interest earned		3,784.91
Discount taken		257.12
Recovery of accounts receivable previously written off		122.77
Miscellaneous receipts		320.47
Total		$207,951.55

Expenses

Administration	$36,725.11	
Building maintenance	10,408.41	
Wholesale division	4,251.02	
Industrial sales division	10,221.45	
Unfair competition bureau	6,979.96	
Traffic bureau	4,444.42	
Scientific section	47,326.92	
Save the surface	14,152.19	
Clean up and paint up	18,864.79	
Trade sales	10,655.82	
Trademark bureau	4,466.49	
Legislative and legal	14,389.95	
Publicity and publications	10,437.05	
Co-operation with government and other public agencies	8,927.06	
		202,250.64
Excess income over expenses		$5,700.91

Assets and Liabilities

Assets

Cash		$41,527.67
Accounts receivable after allowance of doubtful accounts		4,797.09
Securities—		
U. S. government bonds	$99,000.00	
Municipals	10,000.00	
Interest earned	916.05	
		109,916.05
Inventories—		
Promotion activities, displays		5,144.68
Land, building and contents		164,833.85
Other miscellaneous assets		4,966.81
		$331,186.15

Liabilities

Accounts payable, taxes, etc	1,866.75
Members' dues paid in advance	3,056.55
Surplus	326,242.85
	$331,186.15

Drying Oil Symposium

Dr. Henry A. Gardner, director of the scientific section, presided at the drying oil symposium, dealing with subjects of vital interest particularly at this time. A special circular of the section dealing with methods of using materials other than chinawood oil in many formulations was distributed following Dr. Gardner's analysis of the sources on which the industry might draw for tung oil replacements.

Gardner's Suggestions

The present chinawood oil situation, if it has done one thing more than any other, has stimulated practically every laboratory in the country to search for new materials and utilize existing materials to take the place of tung oil. That means that ultimately, if tung oil should come back, some of these products will continue in use, but it doesn't mean that tung oil will go out of fashion, because it has such unique properties that regardless of what is ever developed by synthetic chemists, tung oil will always be

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used, and that is one reason why we should develop a wider source of growing that oil in this country.

Statistical data are of interest since they indicate the growing consumption of oil in percentage in our industry. First we have in 1929 as high as 75 percent of linseed oil and relatively small amounts of other oils, until 1935 when we have only 56 percent of linseed oil, and you see how chinawood oil is climbing up. It gives a very pretty picture of the types of oils that we use and the importance of them.

Alkyd Resins

There are several things that the paint and varnish chemists are using quite widely. The most important of all is the alkyds, the glycerin-phthalate resins. That is important as we are absolutely independent of foreign sources; we have raw materials in our industry for producing glycerin phthalates and probably always

Dr. Henry A. Gardner
Director of Scientific Section

will have, and for that reason they should find a very wide usage for replacing chinawood oil. In fact, some of the most interesting products that I have seen during the last month have been made by heating together 200 parts of linseed oil and 100 parts of phenolic resin and 200 parts of alkyd resin, products in which there is no chinawood oil whatsoever, which give very rapid drying, moisture-proof, and extremely durable finishes.

The modern method of using the alkyds is with some phenolic resin, with either linseed or perilla or sardine oil, and some formulations of that character are presented in this pamphlet which you will have a little later.

The oil-hardening modified phenolics are also a very important contribution. I have often wondered what our industry would have done if it had not been for the research laboratories of the synthetic resin manufacturers. It is in those laboratories that the real contributions have taken place in the last five years in varnish making. We have a set-up of our own to carry on work of that sort, but with 100 or more chemists working in the laboratories of the synthetic resin manufacturers they have indicated to our industry how we can use these products to get quick drying finishes without chinawood oil or with relatively small amounts of chinawood oil.

Dehydrated Castor Oil

You have heard of the new proposed substitute for chinawood oil which is derived from castor oil by removing the hydroxy acids and dehydrating, you might say taking the water out of, castor oil. That is of considerable interest.

About five years ago we had samples of that when it was first introduced by Professor Scheiber of Leipzig, and it is apparently readily made and is coming into considerable use in our own industry. I believe there are at the present time three manufacturers of this product in America, but the rub comes in the amount of castor oil that is available. For instance, we use annually 400,000 barrels of tung oil, but I believe there are only 40,000 barrels of castor oil produced and consumed in the United States in a year, so it doesn't look very hopeful for any great quantity of that substitute.

What we will probably arrive at is a number of materials of this sort. We need every one that we can get. But products of this character do dry rather rapidly, not as rapidly as chinawood oil, but they can be heat-treated and they give very interesting results. I have no doubt that they will be utilized to great advantage.

Other Natural Oils

There are a number of natural oils, all commercial possibilities, nearly every one of which can be used in the production of paints and varnishes. Abrasin comes from Indo-China, and is almost exactly like chinawood oil. It comes from the Montana species of the tung oil tree. Considerable quantities have been brought in in the last two years.

Cashew nut oil is a very rapid drying oil that comes from the shell of the cashew nut. It contains phenol compounds and aldehyde. It dries very much like a phenol resin when it is baked.

Fish oils are all vitally interesting now because of the great progress being made on the West coast in the production and refining of fish oils, such as the pilchard oils and the sardine oils. By cooling those oils to a very low temperature they freeze out the fats, and after the fats, which are the nondrying portions, have been removed, the oils are then heat-treated and bodied to get products that are very useful in our industry. Greater quantities than ever before are now being utilized. Properly refined fish oils will come in very much more largely than ever to help out in this situation.

Raisinseed oil is a very good drying oil, better than soybean oil. There are limited amounts produced in California.

Hempseed oil is an oil that dries more rapidly than soybean oil, not as good as linseed, but it is usable, and whenever we can get it we use it.

Japanese wood oil is a curious product, very much like chinawood oil except that it does not form a gel when heat-treated in a kettle. It dries fairly rapidly, but never polymerizes in the kettle, but there are very little amounts being brought into this country.

Lumbang Oils Promising

Lumbang oil is produced in the Philippines; it comes from the same family tree as chinawood oil, but does not dry as rapidly, yet in the Philippine Islands there are probably millions of gallons of that oil that could be obtained and brought into this country if any organized effort is made to do so.

Soft lumbang oil also comes from the Philippine Islands and Hawaiian Islands,

Atelier von Behr

Harry R. Hillman
Eastern Regional Vice-President

and there we have something that is just as good as chinawood oil in every way. It is a perfect substitute for chinawood oil, but very little attempt has ever been made to organize a collection of the fruit from the soft lumbang tree and express the oil therefrom. Yet I am sure there is lots of it in the Philippine Islands and in the Hawaiian Islands.

Mu oil is an oil that is produced in Indo-China, which is very similar to chinawood oil, but no attempt has been made to bring that in. In other words, these oils that have the required characteristics can be found throughout the world but very little attempt has been made from a commercial standpoint to bring these products into this country.

Oiticica oil you all know. Two years ago there was none in this country. In the last two years there has been brought in about 5,000,000 to 10,000,000 pounds a year, and next year I believe that the production is expected to double that. There has been great difficulty among some manufacturers in utilizing this oil because it didn't have the same properties in the kettle as chinawood oil, but now that problem has been solved, and I have presented in a circular modern methods of utilizing oiticica oil in order to get the full value of it.

Perilla oil we will speak more of this morning in the work that we are doing in trying to grow it in this country.

Poppyseed oil can be utilized. It dries very much more rapidly than soybean and almost as rapidly as linseed oil.

Po yoak oil is an oil produced in western North Africa, and it comes from a tree that is very similar to the Chinese wood oil tree, and it dries with great rapidity and has the same gel structure as chinawood oil and can be treated in the same manner, yet insofar as I know there have been only laboratory specimens brought into this country and there may be large quantities of it available some time in the future.

Rapeseed oil is of interest, can be utilized and has been utilized in paints and varnishes.

Rubberseed oil is very good because it dries more rapidly than soybean oil, and we can produce great numbers of pounds of this oil if we ever have any use for it in our industry. It is unfortunately usually developed with a high percentage of free acid unless it is carefully pressed.

Safflower Oil

Safflower oil is a subject that has been overlooked, I think. The United States Department of Agriculture has done considerable work in certain Western States in growing experimental crops of safflower oil. Safflower oil has a iodine value of 160, almost as good as the iodine value of the linseed oil that we are getting from the Northwest at the present time. Moreover, it has a unique property. If you heat-treat safflower oil it goes to a solid gel in the kettle, just like chinawood oil does, if it is heated too high, but fortunately that gel is soluble in turpentine or mineral spirits, unlike chinawood oil. It is possible to grow in this country safflower-seed oil, and I believe that ultimately it is going to be one of our most important drying oils for the paint and varnish industry.

Soybean oil you are all familiar with. Sunflower oil has occasionally been

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Milton K. Pine
Central Regional Vice-President

brought in from Russia. We know how to and can utilize it successfully.

Walnut oil, occasionally produced in California in limited amounts, has been used in non-yellowing white enamel.

This gives you a picture of the number of oils that can be used in our industry, and we hope that steps will be taken to promote the production of these products on a larger scale.

Petroleum and Plasticizers

Another good synthetic comes from petroleum. About six months ago we issued a pamphlet outlining the process of making drying oils from petroleum. That pamphlet at the present time is in the laboratories of all the paint and petroleum producers of America, and I believe some of the research staffs of those laboratories are now experimenting to produce drying oils for use from petroleum. It is a simple process. All that is necessary is to chlorinate the petroleum and then take the chlorine out and in so doing double bonds are given to the oil and it dries in about thirty minutes, but unfortunately it is almost as dark as asphalt, so it could not be utilized in paint at the present time, but some bright chemist will find out how to make a relatively light-colored oil from petroleum.

Plasticizers of many types have been experimented with in taking the place of tung oil, and almost all of them give nondrying effects, but one that we have been doing some work with in the last two months is of considerable interest—chlorinated diphenyl. It is a light, honey-colored, almost viscous, almost solid mass that has tremendous adhesive properties, and we have utilized as much as 50 percent to replace 50 percent of chinawood oil in 25-gallon length varnishes, with very successful results, but we have made no exposure tests, we don't know how it is going to wear. It certainly does look encouraging in varnishes of even 12-gallon length, which will stand 100 percent kauri gum reduction test without effect. So that is probably the most promising type of plasticizer we can employ in place of chinawood oil.

Spirit-soluble resins to take the place of tung oil finishes you have probably all experimented with, and I think that in certain types of finishes many of them can be used.

Rubber derivatives you are all familiar with. The chlorinated and the special type rubbers give very quick drying with great alkali resistance.

Cellulosic Additives

Ethylcellulose can be dissolved in hot varnish and it will add to the structure of that varnish, give it body, and increase the speed of drying to a very marked extent, so ethylcellulose, a newcomer in our industry, may ultimately be employed as one of the substances that we must have.

These are all outlined in the pamphlet that I am intending to give out to you a little later, but in closing I want to present about eight slides on the agricultural research that our own scientific section has been stimulating in the last fifteen years.

Perilla Cultivation

This slide is a view of the field of perilla at Arlington, Va., that we had planted as far back as 1917. At that time we sent perilla seed to about fifty different planting places throughout the South for experimental planting.

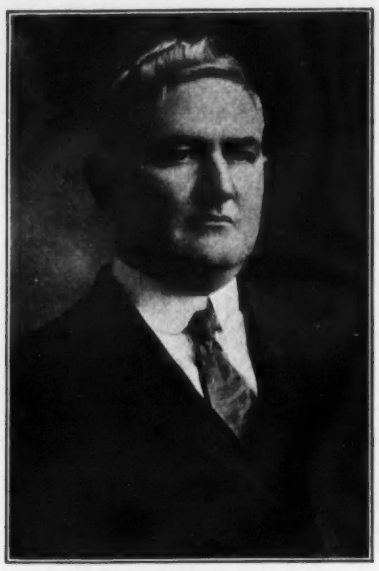
We have found in certain parts of the South it could be grown and did give yields, and it is rather interesting, the fact that that seed has spread itself and maintained itself for seventeen years, as we planted it, and it still exists in certain parts of Texas.

This shows the four varieties of perilla seed. The upper left-hand view is of the perilla ocymoides, which is the largest seed, and the type of seed grown to the greatest extent in Manchuria from which we obtain most of our perilla supply.

We have studied all four types of seeds and planted all four types, but we seem to get the greatest yield from the ocymoides types which we see in the upper left-hand photograph.

This is a picture of Mr. Lawson, of the Chamber of Commerce of Texas, who is with us this morning, looking at some wild perilla in his State in Harlan county from the planting we made seventeen years ago and neglected and forgot all about. The seed every year has come up and resowed itself; it is a voluntary crop, and it is still there in certain parts of Texas. He will tell you more about that this morning, and the possibilities of growing it in that State.

This is a view of some perilla that we have been growing in Maryland during the past Summer. We planted an acreage of perilla and it came up in great shape. Unfortunately, the growing season in the North is so short that the seed does not ripen properly. We have to go



V. P. Warren
Southern Regional Vice-President

farther South. We did get a crop of the seed which you see here, but we were determined that we must go farther South to get successful results.

This is a stalk of perilla showing the seed pods at the terminals, and the great problem in perilla is how to harvest it after you have grown it. We were in the dark as to how to do that, and we are still in the dark although we think we have gotten light in the last two weeks.

This is of interest to us because it comes from Charles C. Concannon, whose valiant efforts in our behalf have succeeded in finally getting through China a Japanese statement as to just how they grow perilla and how they harvest it.

We have just gotten the translation of that twenty-page article, and I think we have the information that from now on will aid us in learning just how to harvest perilla after we have grown it.

Chia Possibilities

Chia is an oil produced in Mexico. This is a picture of the chia plant. It comes from the mint family, the same as perilla does. The mint family all have square stems.

In southern Mexico in the State of Oaxaca there is grown a limited amount of chia from a plant known as salvia hispanica, and that has been grown there for probably twenty-five hundred years, because in the records of the Aztecs we find that in the decoration of their temples they used this substance which comes from the chia plant. It has an iodine number of 206, which is even greater than the iodine number of the perilla oil.

The seed has also been used by them as an emulsion to drink. When it is suspended in water it produces a gelatinous substance, and they add a little lime juice and very often a little liquor, and it makes a very interesting beverage. But the oil has been grown in limited quantities, and we are attempting to produce its culture in America.

This shows the comparison of three types of seed. One, at the bottom, is a flaxseed from the Northwest; the one in the middle is perilla seed, and the one at the side is chia seed. It is about the

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finest seed we have ever experimented with, but it contains about 36 percent of oil. It has everything that we want in our industry to replace linseed and perilla, if we have to do so.

This gives an idea of the very limited production of that seed in Mexico. There is only a very small amount produced, but there has been no organized efforts to get the Mexicans to produce it for us.

That is what we are trying to do not only in Mexico, but we are trying to grow it in America as well.

This shows a field of chia that we planted in southern Maryland this Summer. It gives you an indication of how it came up in a period of three months. That gentleman in the foreground is 6 feet

J. Langdon Root
Western Regional Vice-President

4 inches high, so the plants you see in some places are almost 7 feet high, grown to that height in a period of less than four months.

So apparently it can be grown, but we had the same trouble with it as we had with perilla. The growing season there is so short that we must go farther South to produce it economically.

Farm Chemurgic Work

Dr. Gardner introduced Prof. William J. Hale, secretary of the National Farm Chemurgic Council, who, telling of the inception of the farm chemurgic movement in Dearborn, Mich., in 1935—defining "chemurgy" as "the growing of chemicals to industrial ends"—went on to say:—

Under those conditions, then, you see that oils, as you are particularly using them, are the products of the farm. Possibly you will call the forest a part of the farm, as I do, and naturally if we produce these products on the farm at a reasonable cost, we shall have all the oil that you need, but we do not raise enough oil in this country. We imported last year 2,300,000,000 pounds of vegetable oils. To tell you the truth, we imported 166,700,000 pounds of cottonseed oil, and you would ordinarily suppose we had enough cotton here to give us enough cottonseed oil for the trade, but evidently not.

Then, Dr. Gardner tells you we have used 400,000 barrels of tung oil, and that he found only 40,000 barrels of castor oil. I doubt his figures on the 40 000 barrels of castor oil. I think some of that must have been imported. But that brings me to this particular point which I want to emphasize before you. All of these things had their origin in trade, and the necessity of bringing these products in from abroad built up trade, and as time passed we found certain things were more advantageous over others, but the chemurgist comes into the picture this way:—If you say you like castor oil, and you want it, then let us grow it, but the farmer cannot grow castor oil profitably. I can give you an experience of that. In Kansas they grew castor oil many years ago, and the farmer got $10 an acre. I don't know any farmer willing to farm for $10 an acre, and they have quit the growing of castor oil in southern Kansas.

As for tung oil, I cannot speak authoritatively, but I understand that they are doing very well—2,000,000 pounds last year—and we certainly hope for more in the future, but let us just study this question of castor oil. I think I can use that as my example, because I do not want to talk too long.

Why is it we cannot grow castor oil profitably? The reason is very simple:—In order for any industry to succeed, or any branch of science to make a commercial success, we must use all of the products that are grown on the land at that time.

Now, when we grow castor oil, there we have one component, ricinoleic acid, and its esters, and all cases heretofore have merely been records of collecting the seeds—and, by the way, these seeds have what they call a peculiar habit of shattering, I think they call it; they shoot out and you have to go 20 feet from the stalk in order to get the seed, but if you start collecting seeds 20 feet or more from the stalk and count the time that you spend in collecting these seeds, remember that comes into the price of the oil. So that was a bad thing.

Second, there is only a small yield of castor seed to the plant; and third, the plant is bushy and covers about 10 square feet or more, so, in other words, everything militated against the growing of castor beans until this Summer.

New Castor Oil Plant

We will call this the Kansas chemurgic group, just to be brief. They decided to plant castor beans and see what would happen. All of us know that if we take a castor bean and stick it in a mole runway, there won't be any mole. If you don't know that, it is your own fault. No mole ever comes back to where there was once a castor bean. It is very poisonous. The product of this is called ricinin. Some plants have considerable ricinin, and others do not, so we planted in Kansas a row of castor plants of various varieties, and then we planted certain rows of soybeans and millet and kaffir corn, and a whole series of things. A foundation in New York city has financed this work on chemurgic development in Kansas.

The outcome of this Summer's experience in growing castor beans raises our hope for the commercial development of that part of the country for castor oil, for this reason:—We found a plant that has pods that do not shatter. Therefore, a man can collect the seeds. Second, we found a plant that is exceedingly poisonous, which is what we want, plenty of ricinin. No birds came around it; grasshoppers died as they approached it. In other words, no grasshoppers can cross the field if there are castor beans in there, if you have the right castor bean.

The first point is that the stalk proved to have the finest fiber of any stalk we have ever examined, even better than hemp. No one had ever paid any attention to it, but I am telling you today that it has the finest cellulose that can be grown, next to cotton itself, if you want to call that the perfect cellulose. When I say finest, I mean in strength. The solid part of the stalk has a very small fiber. We can get many hundreds of pounds of that per acre. The leaves are rather large, and these leaves are ground up with a little matter and are found to be an excellent insecticide for many insects.

In other words, here we have in the castor plant all we ever wanted before,

W. B. Elwang
Vice-President for Wholesale Division

but we never thought of using it before. That means we have cellulose to the extent of half a ton per acre; oil, about 150 to 200 pounds per acre, and we have leaves, and so on, for insecticides, a couple of tons per acre. We can, therefore, count up all these things in order and find that the farmer will receive at least $50 per acre without any work. What a difference it is compared with the $10 he heretofore was able to obtain.

Now, that is the chemurgic development of the castor plant, and it means nothing more nor less than we must grow castor plants for every purpose that we can think of using them for, and in great abundance, enough to supply all of the oil which we would like, so instead of 40,000 barrels, I can assure you that in a few years it will be 400,000 barrels at the same price as your tung oil. Of course, price naturally must be on a competitive basis.

As for this treatment of castor oil, dehydration, which Dr. Gardner mentions, that is a success. We happen to know the men working on it, and I assure you that it makes a very fine drying oil, and that it will come into your trade as fast as we can develop the beans. By the way, I know all of you will ask me how you can get the beans. Well, you will have to wait until next year, because we have all the beans there are, and they are all going to be planted, and after next year's crops we will distribute them.

Possibly the Department of Agriculture will have some beans of the same type. I think some came from there, but we got them from all sources. When the Department of Agriculture starts with its development of these beans, and we in our end with ours, there will be some variety probably which will be good for one purpose, maybe for developing the oil more than for the development of the poison. It is poison that we are after.

Farming for Industry

So much, then, for the by-product as the secret of our success in chemurgically developing any agricultural product. If you are going to talk about raising products for food, then that has nothing to do with us. I am not interested in it, and I don't know who is interested. One-tenth of the farmers ih this country can grow all the food that people of this coun-

Blackstone Studios

E. A. Foy, Jr.
New Executive Committeeman

try could ever use, so we don't even consider it.

Twelve percent of all the farmer grows in America reaches industry. Think of it! And two-thirds of that is in textiles, a mere pittance of 4 percent is all we are doing in the real scientific section.

Of course, I would not say it is unscientific to feed yourselves, but we do that anyway. But the scientific direction is to get the agricultural products directed into industry.

I am not going to explain why that has to be; that is a long story. In fact, I wrote that up once in a book. It received considerable condemnation, and I am still writing books of the same type. A great many men cannot understand why they are here. Maybe they ought not to be here, but the purpose of existence is to improve the world, and in order to do that you have to improve your neighbor, and in order to do that you have got to get him to work.

We have too many people out of work, and they are dropping out of work all along because industry is supplying more than can be purchased. In other words, our purchasing power must be improved.

Chemurgy comes in and says we can bring the purchasing power of this country to the top, so that there shall be no one unemployed. I hope that is clear. That is what chemurgy promises, guarantees to deliver, and we can deliver.

The reason is basically very simple, and it is this:—It takes three times as many men to produce a ton on a farm as it takes to produce a ton when working the mines, or in mineral material, and if that is so and all civilization has shifted too far to the left where we are using too much to the mines by reason of cheaper prices, then it is necessary for us to shift back to the right so that we will balance our work and make it possible for more people to gain a subsistence and at the same time conserve the material in the ground.

That is the goal which we are preaching, and it rests primarily upon such men as you in trying to develop a greater field in agricultural products that go into oils.

I will mention in passing just two more things:—Cellulose:—Remember when you grow oils, you have the cellulose side to consider, and that must be brought up to great importance, and there we come into what Dr. Gardner mentioned, youd ethylcellulose. It is made from cotton and ethyl chloride, but to help us we will get away from cotton just as soon as we can.

Why should we pay 8 cents for cotton when we can get all the cellulose in the future for 2 cents? We are going to make our sales at 2 cents a pound, and I don't mean maybe. We can see 2-cent cellulose within a year or two, and from that product we shall make ethylcellulose at 3 cents, a low-price ethyl base which you can use to advantage in your industry. But today I believe you are paying something like 60 cents. You started out to pay $1, but it has dropped to 60 cents this year. Next years I predict about 50 cents.

Bringing this thing to a close, I would like to say about the particular period in which we are living, if I may enlarge on this subject, something that may be of interest. As we find all of these possibilities presenting themselves to us, we naturally ask the question, why didn't we think of it before? Whre have we been all this time?

My answer to you is very brief: We didn't know how twenty years ago to proceed in the way in which I can tell you now is necessary. That all came about through what we call chemical revolution, and it culminated in this greatest invention of man in 1913. We call it the Haber-Bosch process. Two men in Germany invented the Haber-Bosch process for the fixation of atmospheric nitrogen. That simple process gave to man the greatest weapon he has ever had. Therefore I tell you it is man's greatest invention, because by this process we can make unlimited fertilizer, and by fertilizer we can grow large quantities of any product on the land that we desire.

Of course, Dr. Gardner will smile at this, but take it from me, we are doing it. Later we shall grow those tung trees of ours, and there will be no danger of frost because we will have this ethylcellulose and other products so cheap we will cover up the tree just like we did when we were boys and we used to cover a nice rosy apple that we did not want some bird to peck away, and you would gather it in the harvest in the Fall.

That is the future of agriculture, that enclosing of these products by the proper material for guarding off insect pests, and so on.

All of these things, you say, cost money. Of course they do. Can you think of anything that was introduced very, very cheaply the first day? Not at all. The automobile you drive today is a great deal better product than when you first bought one back in 1902, when I bought my first car. It was a bag of bricks. It wasn't worth carrying away; but nevertheless it ran, and I was glad to have it. However, we have improved those things. So everything we shall improve as we progress.

Other Contributions

The work that the Farm Chemurgic Council is doing to cooperate in the planting and cultivation of perilla oil plants in Texas was dwelt upon by P. F. Lawson, of the Chamber of Commerce of Beaumont, Texas, who talked on the subject of "Perilla and Other Drying Oil Crops in the Southwest." A by-product of the stalks, he said, might be developed as a source of paper pulp. Mr. Lawson also discussed development of tung oil planting in Texas.

J. Vincent Reardon
New Executive Committeeman

The history of tung oil planting in Mississippi was given in an address by J. C. Holton, Commissioner of Agriculture, Jackson. The final speaker in the symposium was Dr. Fred D. Richey, Chief of the Bureau of Plant Industry of the Department of Agriculture, which for years has been working in cooperation with State agriculture experimental stations in work with oil crops. After outlining some of the accomplishments of the bureau in other industries, Mr. Richey brought out several points concerning all plants which summarized are as follows:—

The bison variety of flax which constitutes practically the entire acreage in the North Central States is satisfactory from the farmers' point of view; it yields well, has large seeds, and a rather high oil content. Unfortunately the drying quality is not so good as it might be but it has been found that the iodine number varies a great deal with the climate and conditions under which the crop is grown. The low quality of the oil produced in the North Central States from flax crops has almost certainly been due in part at least to the high temperatures that prevailed in the last five years, the highest on record.

If we are to replace bison flax with a better flax, one which produces a better quality of oil, and if we have to sacrifice those characters that make the crop liked by the farmer, those that make it stand up, that make it harvest well, with large seeds that handle easily, it is possible that we will have to pay a premium for the

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quality of the oil. From that point of view we have been working on a technic for the rapid determination of the oil and in the past two or three years have developed a fairly satisfactory rapid technic.

Flax production in southern California has grown from 2 acres in 1931 to 8,000 acres, 242,000 bushels in 1934 and 714,000 bushels in 1937. It is too early to promise what may be a total yield.

Since the initial experiments with soybeans in 1907, there are now 7,000,000 acres of soybeans in the country and varieties that are adapted to almost all major regions where they could be grown. It has been found that a hot dry climate is likely to produce soybean oil with a low iodine number. There is a wide range of difference in the iodine number of different varieties, from 118 to 143. There is a wild soybean which has an iodine number under certain conditions of 151 which is getting toward the minimum that the industry would like to have.

Safflower, mentioned by Dr. Gardner, has been the subject of work in various parts of the country and it has been found it can be grown in the northern great plains with some satisfaction. It is not known yet whether it can be done profitably. An experimental run of the oil was made and it seems to be successful from the standpoint of manufacturing.

With regard to perilla, results have not indicated that it can be produced in sufficient quality to make it a possibility. If ways can be found for utilization of other parts of the plant that may be a way out. One difficulty in the perilla problem is that of harvesting. The seed does not mature uniformly, but matures gradually down the stalk. Experiments are being made as to whether it is possible not to wait for complete maturity. The plant will always be restricted to the Southern States.

With sufficient demand and a sufficient price for tung oil, due to various contingencies, they may get over the bumps, but when there are thousands of acres of tung planted on soil which should not be planted, when there are thousands of acres that are handled as they should not be handled, when there are millions of dollars lost simply because of a lack of knowledge, it is entirely possible that the industry will get a black eye from which it can never recover.

Mr. Richey declared it was the policy of the bureau to cooperate fully to the extent of their appropriations and to the specific assignment for work included in such appropriations by Congress.

Call to Government

At the conclusion of the symposium the following resolution was introduced

Reuel W. Elton
N.P.V.L.A. Secretary

by Reuel W. Elton, secretary, and adopted:—

Whereas, the paint and varnish industry and other industries require an adequate supply of drying oils at reasonable cost, and

Whereas, domestic industries are dependent on foreign countries for the greater part of their requirements of such oils, and

Whereas, the declining production of flaxseed, now wholly inadequate in quantity and deficient in quality, necessitates the annual importations of larger quantities, and

Whereas, the present conflict in China has caused a total cessation of shipments of tung oil from that country, and rapidly diminishing stocks will shortly disappear, and prices have advanced to uneconomic levels, and

Whereas, because of excise taxes and prices the supply of perilla oil from Japan has likewise been curtailed materially; now therefore, it is hereby

Resolved, by the National Paint, Varnish and Lacquer Association, in annual convention assembled:—That appropriate action should immediately be taken by the United States government, and especially by the United States Department of Agriculture, vigorously to assist in all ways, including financial aid, the development of an adequate domestic production of drying oils by encouraging,

(a) the planting of greater acreage of flax in States in which it is now grown and on suitable land in States where it is not now grown, and of varieties which will produce linseed oil of suitable quality,

(b) the extension of plantings of tung trees on suitable land under proper climatic conditions, the improvement of tung trees and the development of varieties of dependable productivity,

(c) the introduction of perilla and chia in such locations as are found to be suitable for production in adequate quantities, and

(d) the development of improved strains of soybeans producing oil of greater drying value for the purpose of

C. N. Seidlitz
New Executive Committeeman

rendering this domestic oil more suitable for the requirements of industries consuming such oils, to the end that the American farmer be enabled to produce a greater share of the products required by domestic industry with a correspondingly greater industrial utilization of domestic agricultural products, and that the American public be relieved as soon as practicable from its dependence on foreign sources for supplies of these essential raw materials.

Industrial Sales Conference

Paul S. Kennedy, chairman, presided at the Wednesday session of the industrial sales conference, giving the keynote address, "Our Industrial Sales Dollar," which follows:—

Industrial Sales Dollar

For want of a nail, a shoe was lost. For want of a shoe, a horse was lost. For want of a horse, a kingdom was lost.

But, it can't happen here. Oh no?

Whether the kingdom represents your individual business, or that of our industry, do not fool yourself that there may not be some loose nails in your stable and ours—nor that they might not affect the kingdom.

Here behind me is a replica of what we all presumably are in business to accumulate—The Almighty Dollar.

Five years ago who would imagine that overnight it would be relegated to the bargain basement for a 59-cent sale.

It can't happen here, eh?

Sit down strikes, and arbitary demands. New municipal, State and Federal taxes popping up like mushrooms; and as you sit here, not a one knows what new complications may arise tomorrow to further involve us in some entanglement for which we lack precedent and the weapons of experience to combat.

Yes, sir, anything can happen; and if there was ever a time when strong leadership and intestinal fortitude was needed, it is now.

The specific interest of this meeting is our industrial sales dollar, and the protection and correction of the elements which should contribute to intelligent and profitable merchandising.

Granting the uncertainties which admittedly exist, there also exist certain demonstrated facts which should form the basis of a uniform policy for constructive protection and building.

So, let us spend a few minutes giving our stable the once over, and making a special inspection of the shoes of our particular horse—industrial sales—to make sure about those nails.

Time was when he was a fine-looking steed, sleek and robust. Now he looks kind of mangey and emaciated. Once he used to pull a surrey; of late he has been hauling a truck. But a course of currycombing, and plenty of oats can work wonders for him.

But first, let's make sure of those nails.

Purpose of Division

Our industrial sales division, after all, is a very young and recent organization. Its definite intent and its definite classification were both very clear to its primary agitators and organizers.

Its definite intent was to protect the legitimate profit margins which properly belong to what a group of us understand to be industrial sales.

Its definite classification was the distinct and exclusive inclusion of those finishing materials applied to an article for resale—and which some manufacturers designate as product finish sales.

It was never intended to include factory maintenance paints, nor above everything to be contaminated with specification materials sold by wide open competitive bidding.

It was to represent and foster, if you will, the aristocracy of our products. The House of Lords of our industry; not the House of Commons.

Unfortunately, and for expedient reasons, everything which was not regarded as trade sales was dumped into the lap of our newly organized industrial sales division, and until this year, this tail has been wagging our horse. Now, we want to serve notice that good old industrial sales is a bob-tailed horse, from now on.

Furthermore, we want to make him a pacer instead of a nag.

Revised methods and strenuous efforts have functioned through the year to this end. We believe we have made the picture clear and enlisted the leadership which is absolutly necessary to accomplish a common-sense economic objective.

It is a great pleasure to report that the cooperation has been as whole-hearted as it has been splendid. In fact, the biggest people in our industry have shown themselves to be the biggest in their willingness to lend their ears, as well as their time and counsel.

Of course, accomplishment, such as we desire, and such as is justly warranted, is still in the future. But your steering committee believes that the period of meddling is over, and that a clear conception now exists.

True, we must pay for our sins of the past few years in particular, and our reformation cannot therefore be as rapid as desirable. But we are definitely trying to do better, and hope we will continue to do so until industrial or product finish sales are restored to something like their position of former years—to be regarded with respect, and to yield a return commensurate with the extraordinary expenses which their promotion and maintenance entail.

Special Knowledge Needed

Industrial or product finishes sales cannot be measured by the yardstick of the ordinary good salesman, or the ordinary good laboratory man. They require specialized knowledge, resource, and ingenuity.

Years ago we had a trade salesman with our concern, who was generally recognized throughout the industry as "tops." Tales are still told of some of his masterpieces of the art of selling.

Right at the height of his career he and some associates went into business for themselves in Cleveland. After he had accomplished an extraordinarily rapid job of placing trade sales business, he became very impatient with the slow progress of their industrial or product sales.

So he announced that he would divert his efforts for a while and show the boys how to get industrial sales.

To make a long story short, his results not only ended in zero, but his methods antagonized good prospects, and he received a crushing blow to his pride, from which he never recovered.

He was as ideal an example as you could find of the high-powered, aggressive salesman, but he learned that something else besides a dominating personality and a glib tonge was essential for successful industrial selling.

On the other hand, there is the all too common widespread existence of the salesman who rings doorbells at every place on his territory which looks like a prospect. He is probably more dangerous than the high-powered individualist. You can get sore at the high-powered fellow, because his very aggressiveness can beget aggressiveness. But this other type of general salesman is very apt to be a conscientious, earnest chap, who has studied his sales manual, and absorbed and taken as gospel truth whatever his sales manager has pepped him up with.

In fact, the knowing industrial prospect may recognize his deficiencies, and try and help him. In turn, the salesman may not want to appear too ignorant of either the technical aspects of the particular situation, or its competitive angles.

Too often, such a situation results in the securing of an order at an unreasonable price. Out of the great number of such initial or sample orders, it is not strange that, according to the law of averages, a number of them happen to fill the bill when first tried.

But just as often on the second or third shipments some difficulty arises, and the salesman is helpless to assist.

The customer's impulse is to keep production running, and his natural act is to re-order from the old tried and true source of supply. The old salesman gets an S.O.S., and by devious methods of palaver or ultimatum is informed that he can have the business back—but he must meet the new price.

The wow, and climax of this act, with which we are all so familiar, is producing the invoice.

The actual sight of that competitor's invoice reacts like the grand seal of the United States. It closes all argument.

No thought is given to the fact that the customer is in trouble and has to have your material. Nor is thought given to the fact that your old price was a just and honest one for a proper product, suitably serviced; and that when you capitulate for the order without a struggle, you are definitely loosening a nail in the horse shoe.

That business for you and for the industry, ceases to be an account giving a justifiable return; and becomes one of those "special" exceptions which slowly but surely tends to an overthrow of the kingdom.

Cost Factors Numerous

Last year we talked about price acceptance, in an attempt to point out that strictly industrial or product finishes sales could and should not have their selling prices fixed by the same cost formulae employed for other business.

Since the inception of the industrial sales division there has been constant stressing of the intangible, or extraordinary costs which are involved, over the course of a year's experience, and which are so uncertain as to be unknown except with the passing of time.

In other words, it may seem paradoxical, and even heretical, but the soundest way to establish proper industrial selling prices would be at the end of the year, instead of at the start of it.

Of course, I realize that is impractical. But it is equally impractical to view selling prices only from the standpoint of actual cost before shipping, and thus figure them in the same class—or nearly so—as other type products, while you still lack the actual expense experience which only the future will develop.

Paul S. Kennedy
Chairman on Industrial Sales

Despite all our fancy cost systems—and this is no reflection on sound general accounting—the industrial supplier of olden days worked by a rule of thumb, which is sounder and more practical today than it was then.

Sounder today, because it would more properly cover in the selling prices the actual expense we go to over a period, and which eventually has to come out of the pot at the end of the year.

Those fellows in the old days—yes, and many of them practice it today—operated on a general rule of "twice raw material, plus package, and you can't go wrong." When the material cost is extremely low—such as with black baking japan, for example—they multiply by three. Because they know that in case of difficulty and for service, a black baking japan can entail just as much time and expense as the finest piano finish. Furthermore, they have the horse-sense to know that such expense is in terms of dollars and not percent.

By the same token, when the raw material cost is extraordinarily high, they do no apply the rule of double, plus package, but cut the multiplying figure to from one and a half to one and three-quarters times raw material. Here again, they are thinking in terms of dollar return, instead of percentage return.

Assuming—and please note that I only say assuming—that you make a 10 percent net on a 50 cent sale and a 10 percent net on a $1 sale. You obviously receive half as much cash for the 50 cent sale. But when you have to give special service on the two products, the railroad does not give half fare to the salesman and the serviceman—neither does the hotel cut the bill in half; nor do you pay your men half salaries just because they are servicing a 50 cent article.

No, sir, you pay off in cold cash and not percentages—and the service on the 50 cent article can cost just as many dollars as service on the $1 article.

We can thank the lacquer license for one

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priceless and irrefutable illustration of the point of price acceptance, or just selling prices.

Cost—Price—Quality

I say irrefutable. Possibly that statement is too broad, so I will pause to ask any manufacturer of lacquer in this audience who conscientiously believes the minimum prices for 21 and 27 percent licensed wood lacquer to be too high, to please stand up.

Now, I would like to pause again and ask any manufacturer of lacquer in this audience who conscientiously believes he should get a higher selling price for many of his 21 and 27 percent grades, to please stand up.

Well, now, what's wrong with this picture?

Everyone of us in intimate touch with lacquer sales knows that quantities of high-viscosity lacquers—falling within these percentages of solids—are being sold from 25 cents to 40 cents under the normal minimum price schedules. In other words, from $1 to $1.15 a gallon.

Comparison of quality and economic advantages to the consumer of low and high-viscosity lacquers is too well known for discussion now. But comparison of their composition is quite pertinent. In order to supply a wood lacquer ready to spray the quantity of high-viscosity cotton which can be introduced is distinctly restricted. A general statement might well be only half the amount of cotton as compared with a low-viscosity lacquer ready to spray. So you have to build up the solid content of your high-viscosity mainly with resins. And they have to be darned good resins—hard, and of high melting point. Otherwise you would get disastrous softening and printing.

The higher proportion of cotton in low-viscosity lacquers can handle cheaper resins—so here is a possible offset from the cost angle.

A high resin content lacquer is particularly prone to orange-peeling, so there is no opportunity to chisel on good solvents in a high-viscosity laquer. A wood lacquer must flow well.

So, to sum up, the cotton in both types of lacquer costs the same. The solvent mixture has to be at least as good in high-viscosity lacquer, so we'll concede that that costs the same. The resin admittedly costs a little less than cotton—but you can get away with cheaper resins in low-viscosity lacquer, if you wish. So it is with resin that the only possible saving in cost exists—and that is debatable.

All lacquer men know these facts—because they are elementary.

Hence, we must arrive at the damning admision that the cost of a good high-viscosity wood lacquer is practically on a par with the cost of an acceptable low-viscosity lacquer.

Furthermore, we know that in the immediate past the cost of cotton has remained fairly stable to lower, while resins have advanced very appreciably. Incidentally, the selling prices have remained unaltered.

So, I now appeal to your common sense about a situation where the cost of a product essentially identical, and yet a difference of say 30 percent exists in the

Harold E. Webster
New Executive Committeeman

selling price. Also, do not overlook the fact that by your own public admission in this very room you have gone on record that the selling price of most low-viscosity lacquers is decidedly not unfair to the consumer, and not a particularly healthy return to you.

Very obviously, the shoe has lost a nail here, and if it were not for the lacquer license, a kingdom might have long since been lost as well.

Everybody here knows that lacquer has to be serviced—and sometimes plenty.

From personal observation, I believe high-viscosity lacquer takes more servicing than low.

So, where does the necessary come from?

Shifting the Cost

There's only one answer. Something else is absorbing the expense, while such high-viscosity sales help to break down the morale of the industrial sales division of our industry.

Such is not selling. It is looting.

Although it seems like gilding the lily to cite another example to bring this point home, I want to tell you about the policy of one of our industry's largest and most effciently managed institutions.

The most interesting part about their set-up is that they cover every type of sale.

They charge industrial sales with 62½ percent of all laboratory and service charges of whatever nature. Just let that sink in—62½ percent directly against exclusive industrial or product sales. Trade sales, industrial maintenance sales, marine sales, and what not, carry just minor loads. But industrial or product sales have to bear five-eighths of the expense against their combined sales.

While I do not know, I will offer odds that this figure is not arbitrary, but was arrived at through actual year by year experience of what it has actually cost them to develop and service orthodox industrial business.

Industrial sales should stand on their own feet. They should bear their actual expense. To throw them in the pot with other sales, and then arrive at an average selling price is as unbusinesslike as it is despicable.

Here is a simple rule. If anybody trying to do a job of industrial or product finish sales—constructive to himself, and constrictive to the industry—is in doubt temporarily, let him select representative and recognized industrial sellers and be guided in his selling prices by theirs.

Later, when he has eventually acquired the experience of supplying a particular product over an extended period, and if he has kept tabs on what it has actually cost him to sell, I will wager that he will be both surprised and gratified that he was not misled by considering only his material and factory costs, and imagining there was an attractive margin between them and the experienced industrial specialist's selling price which he took as a general guide.

The Customer's Side

This subject of industrial sales goes far deeper than our own selfish interests. We have a definite obligation to the consumer. The more desirable industrial sales customer is always looking for improvement—whether it be in refinement of finish, or a reduction in his costs. Not by cheapening our product, but by making it better or more efficient Such as the elimination of a cost or an operation, for example.

Furthermore, this type of customer is willing and glad to pay a just price for a good or improved product. In his heart, he is not interested in package cost, if he has the least suspicion that in chiseling to reduce same he was forcing the supplier to the point where he might get in trouble in his own production.

He knows all too well about saving at the spigot and losing at the bung.

Hence, it would be a splendid thing if in our kingdom of industrial sales we would endeavor in our present rebuilding program to use judgment with the type of salesmen we allow to contact industrial accounts, and to particularly caution them against extravagant statements.

To use sober consideration in the matter of selling prices, and if we do not have the benefit of a special expense study of the actual experience incident to industrial business, to be temporarily guided by legitimate and recognized competition, until we collect our personal figures.

And, finally, how about giving the consumer a break? Instead of talking cheap, how about talking quality? And direct our minds away from how to chisel, to how to create.

There is more of this subject of encouragement of creation than appears on the surface, and threats to other nails in the horseshoe.

Better, Not Cheaper

I will just cite wood filler, because it happens to be a familiar example. We all know that it is the weakest link in any lacquer system, but are any of us doing anything about it in a creative way?

No. And the reason? Because the unattractive selling prices, brought about by stiff competition definitely discourage research toward creation of a distinctly different type of filler.

But the deficiencies which occur are causing a trend to coverings for wood. You see them everywhere, on table tops, and now even on furniture.

Who knows what this may develop into? Minds are working toward an attractive way of covering wood, and if something economic is found, not only would filler sales be eliminated, but stain, shellac, lacquer, and varnish. Then, indeed, a kingdom would be lost to our industry, just because of a loose nail.

This comment is in no wise a reflection on the wood filler manufacturer, who produces the best competitive product that he can. But I sincerely believe that if consumer acceptance could be directed to a decent price of filler those same manufacturers could create something which would be a boon to all interested in wood finishing. Very obviously, they must have encouragement to create. As it is, they are kept too busy trying to merely exist.

Just another warning of the desirability of thinking and talking improvement—instead of: How can I cut further?

Before concluding these remarks, to which you have lent your ears so cour-

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Sap. No.	180-190
Iodine No.	150-155
Color	About 30 mm (Pfund Scale)
Viscosity	About No. G (Gardner-Holdt)
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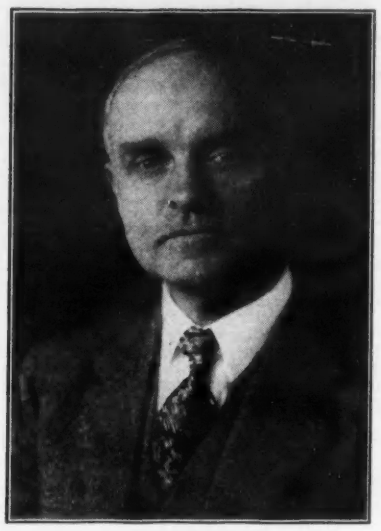
teously, may I borrow your eyes for a glance at our industrial sales dollar?

As the dollar is the life-blood of our existence, we should be intensely interested in this compilation of present-day industrial sales statistics.

Where the Dollar Goes

So, let's start spending it, and see what we get for it. Here's the biggest slice. What does it represent?

Material cost—which in detail includes cost of raw material, freight (in), purchasing, receiving, storage, handling, and shrinkage.



W. R. Sieplein
Presented Cost-Accounting System

We cannot dodge any of that, so let's see what the next dip into the pocketbook represents.

Processing cost—which covers labor, power, maintenance, supervision, factory expense, processing loss, superintendence, factory administration and royalties.

Everything looks okay there; so let's peek at our next expenditure.

Filling cost—which embraces container, packing case and packing labor.

Nothing to criticize there, but what is this big dip into the treasury which confronts us?

Full selling cost—and this comprises selling, warehousing, transportation, advertising, sales administration and service. Yes, I mustn't forget that service.

Well, it looks as though our dollar is gone, and I have to admit that there is something definite and legitimate to account for all the expenditure.

What's that? Oh, excuse me, here is a little strip left of the bill, which is so infinitesimal that I almost overlooked it. What the deuce can it be?

Well, what do you know about that—profit.

Do you know I got so absorbed in all those items of expense, that for the moment I really forgot all about profit? Say, that must be what happens a great many times when we figure industrial selling prices.

But possibly we should discuss this matter of profit for a moment, for by comparative dimensions it does not seem to be much bigger than savings bank interest. As a matter of fact, it seems to me that some of the statistically minded folks in our industry, who go over all the comparative figures they can get, have made the statement a number of times that the average outfit nets about 4 to 5 percent on sales.

Most of us seem to stay in business from year to year, so maybe that is adequate for the ordinary run of business. But I sincerely hope you are convinced that industrial sales are not the ordinary run of business; and any such margin as this from our industrial sales dollar, is dangerous to our industry and those who support us—our consumers.

I will not have talked in vain if every man will take from this meeting just one thought. Namely, to make a conscientious effort to elevate strictly industrial or product finish sales to the station in our industry which they deserve.

If we must train most of our thoughts toward cutting costs, or cheapening products for other uses; let us give some thought to the creation of new or better products, and improved or shorter methods for our consumer of industrial sales.

Above everything protect what consumption we have. We can do this best by presenting a united front to our customers, which will impart the feeling to them that we are more concerned with giving them good service and new and improved products and methods, than we are in giving them lower prices and doubtful merchandise.

Protection, not price, should be our objective.

So, look your horse's shoes over, and if you find any defective or loose nails, replace them with sound and firmly driven ones.

Our industry is a great empire, and our industrial sales division can be a great kingdom in that empire.

Don't let our throne topple, because of a few loose nails, which we can remedy, if we will.

Cost-Figuring System

In a scholarly paper—"A Digest of the Cost-Figuring Problem of the Paint, Varnish and Lacquer Industry"—W. R. Sieplein, general supervisor of costs for the Sherwin-Williams Company, pointing out the necessity of constant, accurate cost information, presented and explained the fundamentals and many details of a system whereby such information may be made available. Mr. Sieplein said:—

A comprehensive cost system serves as a rudder for a business. It enables the management to direct a course true to the fundamental policy governing the enterprise. Without such control the course is uncertain and may drift toward dangerous shoals which might cause disaster. The history of successful manufacturing concerns indicates that a true knowledge of costs is one of the foundation stones upon which the succes was built.

Many smaller manufacturers think cost systems are expensive to operate and particularly troublesome. This opinion may be founded on some sad experiences with a system which was not practical. To be of most service the system must be extremely simple, free from complicated details. In fact it should merely tie together production records and the indispensable accounting for payroll, raw material purchases, and expense account payments.

The expenditure incurred in figuring costs has been found by many companies to be less than one-fourth of 1 percent sales. In other words, it costs only 25 cents to obtain true knowledge of the cost of products for a sale amounting to $100. This nominal expense is more than justified by the security it brings about.

Every manufacturer should sell his product with exact knowledge as to whether his price is above or below cost and what profit or loss will be realized on the sale. Products sold at a loss represent capital and labor thrown away. Such sales inevitably result in a curtailment of industrial activity and greater unemployment.

Timeliness Is Valuable

The study of cost details will reveal inefficiencies in production methods or use of materials and furnish to individuals responsible for various divisions of the factory operations, complete reports of the details of the work under their immediate direction. It provides constant reports showing what is happening in the plant rather than what has happened, and suggests immediate correction of inefficiencies.

As business primarily must make money in order to exist, it is obvious that the product must be disposed of for more than it costs. It is said that 95 percent of those who enter business fail. Probably no one feature influences a manufacturing enterprise more favorably than a dependable cost accounting system which will provide a correct measure of profits. Every manufacturer, therefore, is vitally concerned in knowing the actual cost of his product.

The problems presented in the use of materials and in operating costs, make it necessary for the manufacturer to determine and constantly know the cost of his product in order that his business may continue to be a profitable one, earning the margin of profit desired.

Thorough cost accounting methods will determine the cost of making a complete salable product and delivering it to the carrier for transportation and will record the various elements that go to make up such cost in a comprehensive manner. They reveal individual products which may have been marketed on an unprofitable basis as well as those most profitable. They prescribe what must be done to make a business profitable.

The system must present such cost data very promptly and concisely. Delayed costs are almost useless.

A proper cost system, both for manufacturing and selling, should tie in with the general books so that the final statement will reflect all conditions of the business accurately.

That there is great need for uniform cost accounting methods in the paint, varnish and lacquer industry has been frequently illustrated by the wide discrep-

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ancy in bids for specification materials and by questionnaires.

Unwarranted Discrepancies

An inquiry was sent out asking manufacturers to figure cost on a standard white house paint and report yield and cost. Formula, raw material prices, and all details were very definitely specified, leaving nothing in question except the cost accounting method. Sixty replies were received showing a variation in cost from $1.59 per gallon to $2.45, and a yield figured as low as 90 gallons and as high as 103 gallons. The actual yield of the formula was 98 gallons.

The State of Ohio invited bids for 10,000 gallons of guard rail white, specification M 9.6a. Forty bids were received for prices from $1.21 to $2.05 per gallon. The specification is a very simple lead zinc titanox inert and oil paint, the raw material cost of which, at the then current markets, was normally $1 per gallon. Obviously no manufacturer can grind and fill in 5-gallon cans, allow 5 cents for freight all over the State, and make any profit on a price only 21 cents above material cost. Likewise, the State should not be asked to pay for each gallon, $2.05 of the taxpayers' money.

A questionnaire was sent to varnish manufacturers specifying the details of formula, raw material costs, and manufacturing methods for four different varnishes and driers. It asked for the yield and cost with the following results:—

	Yield			Cost	
	Min.	Max.	Normal.	Min.	Max.
Combin. gum varnish	81	100	92	$1.01	$1.42
Rosin-chinawood oil varnish	70	79	76	.73	1.01
Dark drier	117	135	128	.34½	.66
Dark gloss oil	136	162	148	.32	.58

Good Work Neglected

Much good work has been done from time to time by cost committees of the Paint and Varnish Manufacturers' Associations.

During the life of the NRA the cost committee of the code authority published much information designed to carefully define cost as applied to article XXII, which provided that no products of the industry should be sold below cost. Much was accomplished and the care exercised in cost figuring greatly improved the profit margin—but this improvement seems to have been dissipated shortly after the NIRA was declared unconstitutional.

Such educational work should be continued, brought up-to-date and made to cover present conditions. Every experience should be brought to bear on the subject to insure that such suggested system covers all fundamental features and is as simple as possible. The system should not attempt to specify detail methods of procedure but should clearly and simply outline the fundamental principles.

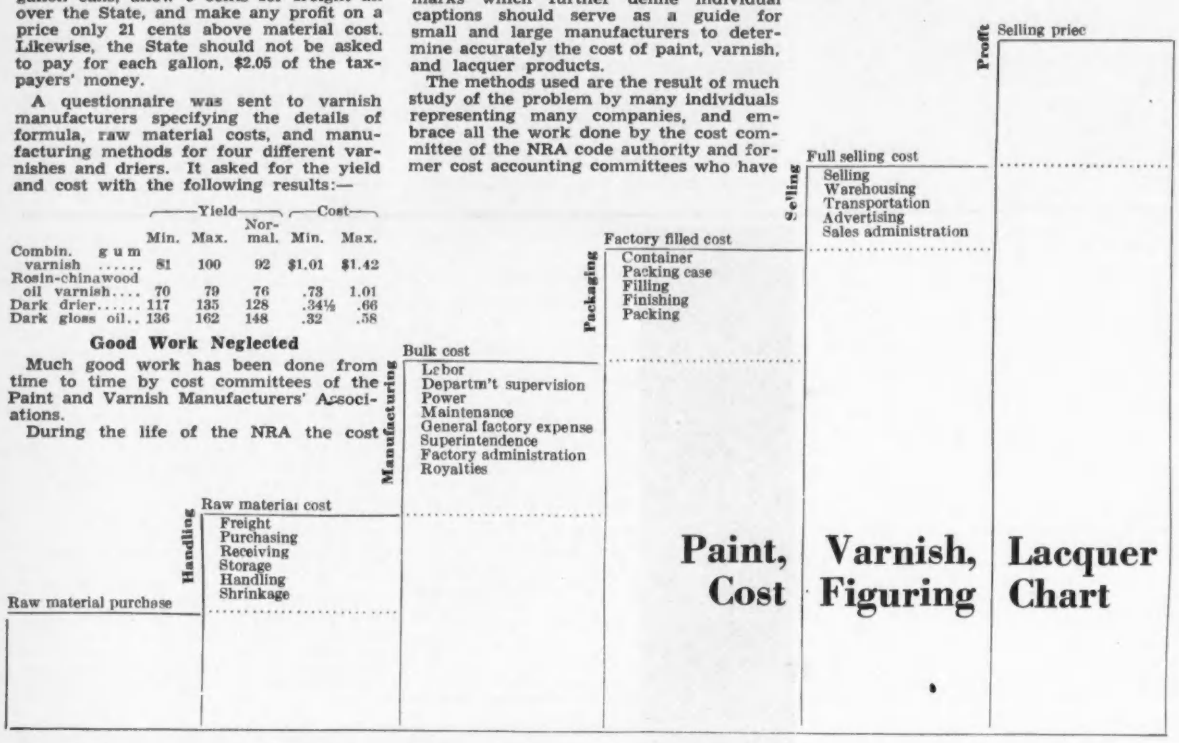
The following chart and outline illustrate the successive steps through which the cost and selling price are built up. A study of these and the explanatory remarks which further define individual captions should serve as a guide for small and large manufacturers to determine accurately the cost of paint, varnish, and lacquer products.

The methods used are the result of much study of the problem by many individuals representing many companies, and embrace all the work done by the cost committee of the NRA code authority and former cost accounting committees who have served the National Paint, Varnish, and Lacquer Association for many years.

Manufacturing costs of individual products differ to so great an extent that averages cannot be safely used. A manufacturer figuring at an average cost will probably find himself receiving orders for those items on which the actual expenditure is high and failing to secure orders because of high price quoted on products in which the expense incurred is less than the average. Thus he would receive orders for unprofitable items while competitors would be favored with those affording greater profit.

Cost Factors

However, a general observation of the cost of all products may be of interest. A broad average of all products of the industry indicates the following general division of complete factory filled cost, including factory overhead:—



Percent

Raw materials	60 to 70
Package	12 to 15
Manufacturing expense	15 to 25

Again considering the general average of all, it has been found that manufacturing expense is composed of approximately:—

Percent

Labor	35 to 50
Expense	5 to 15
Overhead	50 to 60

A survey of cost of many individual companies indicated that:—

Total manufacturing expense was 12 to 15 percent of the sales;

Total selling expense was 25 to 50 percent of the sales.

This was the general average observation of many individual company reports submitted anonymously to the cost committee of the NRA code authority of the paint, varnish, and lacquer industry. Sales of these reporting companies varied from a few thousands dollars up to several millions.

Outline of Cost-Figuring System

The cost of paint, varnish, and lacquer products comprises the following element:—(1) Material, (2) package, (3) labor, (4) expense, (5) overhead.

To standardize the terms used to designate intermediate steps in cost figuring the cost may be divided into four major captions:—(1) material cost, (2) bulk cost, (3) factory filled cost, (4) full selling cost.

Material cost includes all raw material used in manufacturing the product.

Bulk cost represents the product in bulk ready for filling into packages and shall include raw material, labor, power, factory expense, factory overhead.

Factory filled cost includes the above costs of the product in bulk, also the container, packing case (if any), and other expenditures needed to prepare the product for shipment to the customer.

Full selling cost includes all the foregoing items and, in addition thereto, the expenditures for selling and distributing the product of the trade.

Selling price should cover all preceding elements and include the desired margin of profit.

The accompanying chart further defines all component parts of the cost and illustrates the method of assembling them.

Material Cost

Material cost is the complete cost of raw materials delivered to producing department ready for use. It embraces the following:—

Purchase price of material.—Market replacement cost at which material can be purchased should be used for all costs, serving as a basis for establishing selling prices. Price at which raw material has

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been acquired shall be used as the basis for determining actual cost of production.

Handling (to be be added to raw material purchase price at a definite cost per 100 pounds or gallons).—Freight or other charges for delivery to plant; purchasing, salaries and expense; labor and expense of receiving, storage, handling.

Shrinkage and handling losses to be added as a standard percentage for each individual item.

Manufacturing Cost

Manufacturing cost is the complete cost of processing resulting in product in bulk. It embraces:—

Direct manufacturing cost (all labor and expense employed in actual production of the products).—Productive labor (assessed to individual product to cover time employed) covering mixing, grinding, thinning, and shading of paints and lacquers, or cooking, thinning, filtering, storage, and blending of varnishes; nonproductive labor and cost of department supervision (both to be treated as a department burden and added to productive labor on a percentage basis) covering janitors, elevator operators, mill-dressers, and other nonproductive workers, salaries of foremen and department clerks, and expense of light, heat, telephone, and sundry departmental items.

Power, fuel, maintenance (assessed against individual product at a standard cost per hour for the time mill or kettle is occupied by individual product) covering power, fuel for varnish kettle fires, and maintenance of machinery and equipment.

Overhead (to be treated as a general burden and added to direct manufacturing cost on a percentage basis or at fixed rate per unit of product; to be based on normal capacity operation of plant) covering (1) general factory expenses—supplies and general expense not chargeable to individual departments—(2) superintendence-salaries of superintendent, laboratory and technical men employed in control, factory office clerks, and watchmen, and factory office and laboratory expenses—(3) factory administration—maintenance of buildings, factory administration expenses, laboratory research for development of new products, taxes on factory land, buildings, equipment, raw materials, and manufactured product, insurance on buildings, equipment, raw materials, and manufactured products, insurance expense, liability insurance, employes' welfare, social security tax, depreciation on buildings, machinery, and equipment (to be figured on basis allowed by the United States Treasury income tax division), rent on factory buildings and land rented.

Royalties.—Royalty paid for formula or process to be included in cost of individual item.

Bulk Cost

Bulk cost comprises all the foregoing elements.

Factory Filled Cost

Factory filled cost comprises all the elements in manufacturing a product ready for sale. It consists of the bulk cost plus package and packaging costs, added at a standard cost for each size package and covering containers, labels, packing cases, and the labor and operating expense of filling, closing, labeling, packing and stockkeeping.

Full Selling Cost

Full selling cost comprises the factory filled plus the expense of selling, distributing, advertising, and administration (included on a percentage basis) covering sales office and management salaries and expenses; representatives' salaries, commission, and expense; stationery, office supplies, stamps, etc.; allowance and adjustments; warehouse salaries and expense; branch warehouse rent, taxes and insurance; advertising salaries and expense; transportation on shipment to warehouses; cartage; cash discounts on accounts receivable; bad debts charged off; sales administration expense; technical service for consumers.

Selling Price

Selling price is the price per gallon or pound of product offered to the trade as a list price subject to discount to dealers and jobbers or as a net price to consumers. All prices to be based on full selling cost. No profit is realized until all selling expense has been provided for.

In the foregoing chart and outline are several terms which may well be amplified. These are defined in the following paragraphs.

Purchase Price of Material

When estimating cost to serve as a basis for selling price, figure raw material at the price at which it can be purchased for the prospective business. Obviously, such market replacement cost is the most sound basis for safeguarding profits of a going concern.

The cost of raw material used on any given day usually is that purchased thirty to sixty days previous. If the market has changed greatly, it is no longer possible to procure at former market price, the material which is now being used up. Thus, for a going concern, the current market replacement cost for raw material is the safe basis upon which to fix selling prices.

If raw material markets have advanced it is the manufacturer's good fortune and he is entitled to profit resulting from the appreciation. Likewise, it is unfortunate for him if the market has seriously declined. It is, of course, impossible for him to recover his high cost if new material can be bought at a much lower figure. The only time a fortunately low-priced material purchase should be considered is when he wishes to take the advance in the market as part of the profit on the sale of his manufactured product, or when he feels that the current high market may be temporary and that his low-cost stock will hold over until the market declines again, or if he wishes to sell out the material because he has no need to replace it.

The actual cost of product made should, of course, be calculated at the cost at which material was acquired. This figure may be quite different from the replacement market, but it does indicate the actual expenditure for product sold.

Handling and Shrinkage

The cost to purchase, store, and handle raw material from the time it is ordered and received until put into the manufacturing process amounts to 1.5 to 3 percent of the cost of material. This may be included at a definite rate per 100 pounds or gallons, or, for simplicity, may be added to delivered purchase price as a percentage.

Shrinking and handling losses, due to drying out, sifting, leakage, evaporation, etc., depend upon the character of the material and quantity handled. This loss averages from 1 to 5 percent, varying as follows:—

	Percent.
Dry pigment	1 to 2
Resins, gums, nitrocellulose	2 to 4
Nonvolatile oils and plasticizers in tankcars	1 to 2
In drums	2 to 3
Volatile liquids, in tankcars	2 to 3
In drums	3 to 5

Some materials, notably rosins, pitches, French ochers, turpentine, etc., are bought on the basis of gross weight or commercial gallon, rather than net weight or U. S. standard gallon. For example, the tare on rosin in barrels averages 17 percent of net weight; on petroleum and vegetable pitch in drums, 5 to 10 percent; on French ocher, 10 percent; turpentine actual weight per gallon is 7.21 pounds; bought on the basis of 7 pounds difference is 3 percent.

The most practical and simple way to cover all handling expense and shrinkage losses is to add a percentage to the delivered price of the raw material sufficient to cover the expense and loss. For example, a figure of 20 percent added to the gross weight delivered price of rosin will reflect the actual cost of rosin used.

Formula Yield and Material Cost

The bulk or yield of a formula can best be determined by actual weight or measurement of raw material put into the process and by a count of filled packages or an actual measurement of bulk material produced.

To calculate theoretical yield of a formula the manufacturer is referred to the following circulars issued by the National Paint, Varnish and Lacquer Association, covering the bulking value, specific gravity, oil absorption, etc., of many ingredients commonly used: Circular 444—pigments; 466; 430—resins, oils and miscellaneous liquids; 462; 429—lacquer liquids.

All the above data and many other facts are fully covered in the eighth edition of Physical and Chemical Examination of Paints, Varnishes, Lacquers and Colors, by Henry A. Gardner.

Manufacturing Losses

A considerable amount of raw material is lost in the process of manufacture. When putting material into the mix, some may be spilled or adhere to the container. During the operation of mixing and grinding evaporation occurs in volatile liquids. A certain amount of finished product adheres to the mixers, mills, etc., or is strained out as skins when the material is filled.

Much bulk of varnish is lost in the cooking process. A considerable volume of impurities is taken out when the product is filtered. There is a further loss of sediment and evaporation in storage tanks. These losses depend on the formula, manufacturing process, and type of equipment used, and the quantity produced in a continuous run.

No table can be supplied, but extensive research indicates the loss on various products is approximately as follows. The lower figures indicated represent the loss occurring in large runs of 500 to 1,000 gallons or more. For small quantities the loss may exceed the higher figure mentioned. The classification A, B, C, D, indicated below is fully defined in a later paragraph—Cost Based on Batch Size.

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Average Manufacturing Losses

	Percent A	B	C	D
Oil liquid paints	1.0	1.5	2.5	4.0
Oil paste paints	1.0	1.5	2.0	3.0
Enamel and pigmented lacquers	1.5	2.5	4.0	6.0
Japan and varnish pastes	2.0	3.0	5.0	8.0
Cooked varnishes	3.0	4.0	5.0	8.0
Storage tank losses	2.0	2.0	3.0	3.0
Paint reducing oils	2.0	3.0	4.0	6.0
Storage tank losses	2.0	2.0	3.0	3.0
Spirit varnishes	4.0	5.0	6.0	8.0
Storage tank losses	2.0	2.0	3.0	3.0
Treated oils	1.0	1.0	1.5	2.0
Storage tank losses	1.0	1.0	2.0	2.0
Clear lacuers	2.0	3.0	4.0	6.0
Lacuer thinners	1.0	1.5	2.0	3.0

All the foregoing elements must be considered when setting the figure used as divisor into the complete cost of raw material used in the formula, to determine the material cost per gallon or pound of the product.

Direct Manufacturing Cost

Productive labor employed in the actual production of manufactured products can be best accounted for by having all workmen report on daily time-cards the hours of labor employed in mixing, grinding, thinning, or cooking, etc., the individual product. Such labor should be assembled to accumulate the total applied to each product being manufactured.

Nonproductive or indirect labor employed in general work, not resulting directly in the production of manufactured products, should be assembled with other departmental general expenses and assessed against the individual product as a definite percentage of department burden, added to the productive labor.

Power purchased from outside sources or generated in the local power plant and maintenance of mills and mixing machinery is directly chargeable to the product or group on the basis of the time the machinery is occupied. A standard cost per hour for each mill may be set by accounting which will accumulate the cost of power used and expense to repair and keep machinery in order. This sum to be divided by the number of hours the line of mills is operated.

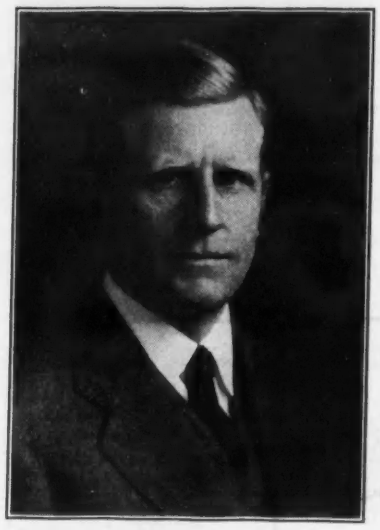
Fuel for varnish fires can be best included in the manufacturing expense of a product on the basis of the time occupied. Cost per kettle-hour is determined by accounting covering the fuel used divided by the number of hours the fires are operated.

Such mill operating expense or varnish fire cost should be assessed against the individual product by recording the number of hours the product has occupied the mill or varnish kettle.

The total labor and expense assessed against the individual product by the foregoing method may be considered as the direct manufacturing cost.

Overhead

The overhead in a factory comprises a large group of fixed charges and other expenses which cannot be assessed directly against any one product. Also these



Howard Kellogg
New Executive Committeeman

expenditures continue all of the time and cannot be adjusted in keeping with the volume of production. These are enumerated fully in the foregoing outline.

Taxes included should be only those on property, raw material, and merchandise value, and social security tax. Income tax, capital stock tax, excess profits, etc., should not be considered as factory overhead.

The social security tax is an appreciable, recent addition to manufacturing cost. Some manufacturers may prefer to add this tax to direct labor, but it seems better practice to treat it as an item of factory overhead and accumulate the entire amount paid in one figure which will represent the volume of this expenditure. The method is recommended further because social security tax payments are to be deducted when determining income tax.

Some manufacturers have found this social security tax to already be as much as 1 to 1.5 percent of sales and it may increase to 2 to 3 percent within a few years.

Depreciation charged into the cost of production should be that allowed by the United States Treasury Income Tax Division. General average annual charge has been found to be approximately the following percentages of original value:—

Building	2 to 5
Machinery	3 to 10
Furniture and fixtures	10 to 20

Distribution of Overhead

The most satisfactory way to absorb such overhead fixed charges, superintendence, general factory expense, etc., into the cost of manufactured products is to spread it on the basis of normal capacity operation of the plant, giving due consideration to recent and anticipated volume of business. It is conservative to use approximately 80 percent of rated full capacity production as the volume of product to take up all expenditure.

This is generally accepted as the best modern accounting practice. Any expenditure not absorbed on this basis is to be considered as a direct charge to profit and loss as the cost of idle plant, or unabsorbed overhead.

This plan has the distinct advantage of assessing against the product only its fair share of such general expenditure at all times. Thus, considering overhead expense at a normal rate keeps the cost of products more in line with the possible competitor whose plant may be fully occupied. Obviously, excessive overhead assessed against a product at times when production is low may have the effect of causing prices to be advanced, probably resulting in further serious loss of business.

Average Standard Manufacturing Costs

Many smaller manufacturers may not care to figure costs on individual products as outlined, and for their convenience the following standards are suggested:—

The complete labor, expense, and overhead to manufacture a product in bulk, ready for filling into containers, varies greatly, depending upon the formula, type of equipment used, and the quantity produced in one continuous run. Small runs naturally cause excessive manufacturing expense and the cost may be several time as much as when manufacturing in full batches.

Careful study should be made of each individual product or group of products and a standard or normal cost should be set for each product or group. This standard should cover the full batch quantity which can be made most efficiently and economically in the equipment available.

At the same time due consideration should be given to the added direct labor and expense incurred when fractional batches are made. Obviously, every effort should be made to produce in quantities as large as conditions will permit. Such standard cost may be used when determining the cost upon which the selling price is to be based.

The following figures are a digest of more than 100 anonymous reports from individual companies studied by the NRA code cost committee, together with many other details. They indicate the general average complete manufacturing expense including overhead for representative products of the industry. It is recommended, however, that each manufacturer determine his own manufacturing expense. There is a great difference in the manufacturing cost of individual products as well as a wide variation in the cost of the same product manufactured in different plants, depending upon the character of the equipment and the quantity produced at one time.

Costs Based on Batch Size

For convenience, the various manufacturing costs for the same product have been classified in four different classes:—

A—Cost to manufacture in largest quantities using most modern equipment for continuous runs of not less than 1,000 gallons of the product at one time.

B—Cost to manufacture large quantities in runs of approximately 500 gallons at a time, with factory in good mechanical condition.

C—Cost in medium-size manufacturing plants, equipment in fair conditions, run of at least 100 gallons at one time.

D—Cost to small manufacturer making many special products to order, usually in quantities of less than 50 gallons at one time. Small batches cost still more than the figures indicated.

Cost to manufacture products of a similar nature are put together in groups and an average manufacturing expense per gallon or pound is shown for each group. A further list of representative

GRP

For superior quality LACQUERS, discriminating manufacturers specify GRP Refined (dewaxed) White Shellac or GRP Pure White French Varnish.

The essential ingredient of an improved NON-RUBBING LIQUID FLOOR WAX is GRP Refined (dewaxed) White Shellac.

For a SHELLAC UNDERCOATER or FINISH, GRP Shellac Varnish, or a shellac varnish manufactured from GRP White or Orange Gum Shellac, is unsurpassed.

GRP Natural Resins are the highest quality obtainable in producing markets, affording more uniformity to manufacturers of OIL and SPIRIT VARNISHES and LACQUERS.

GILLESPIE - ROGERS - PYATT CO.
Incorporated
80 John Street New York, N. Y.

products comprised in each group follows the schedule:—

Costs—Manufacturing, Labor, and Overhead

	Cents per gallon; four batch sizes. A	B	C	D
Oil liquid paint, best grade House paints, white and tints; highway guard rail white; railroad station paint, white and tints; light colored hull paints; other paints of similar character.	5	9	12	20
Other oil liquid paint..... House paints and station paints, browns, reds, maroons, dark greens, black; pole paints; metal protective paints; liquid freight car paints; pavement marking paint; barrel paint; barge and lighter paint; ship bottom paint; cargo hold paint; oil paint for decks; cement filler; liquid filler; red lead paint; other paints of similar character.	4	7	10	15
Flat wall paints..... Mill, flat, white and tints; packing house, flat, white and tints; surfacers and flat wall primers; ground colors for stains.	4	8	15	20
Semigloss and glass wall paints ..... Mill, semigloss and gloss, white and tints; semigloss and gloss packing house, white and tints.	6	10	18	25
Enamels and pigmented lacquers (cost beyond expense to make clear varnish and lacquer).....	(Costs depend on amount of pigment; see tabulation below)			
Interior and exterior white and tinted enamels; enamel undercoaters; furniture enamels and undercoatings; auto enamels and undercoatings; reed enamels and undercoatings; floor enamels; flat black enamels; dado enamels; locomotive enamels; automotive lacquers; industrial lacquers; airplane lacquers; pavement marking lacquers; drum enamels; chassis primers; pigmented furnace black; pigmented stove pipe black; truck enamels and undercoats; pigmented black japans; toy enamels and undercoats; blackboard slating; wagon and truck enamels· airplane dopes; clear flat lacquers; pigmented lacquer sealer.				
Whites and tints except those containing only colors noted below, 1 lb. pigment per gal.	7	10	13	18
2 lbs. pigment per gal.	9	12	15	20
3 lbs. pigment per gal.	11	14	17	23
4 lbs. pigment per gal.	13	16	20	27
5 lbs. pigment per gal.	15	18	23	30
6 lbs. pigment per gal.	17	20	25	35
C.P. colors, black, blue, reds, or blends thereof, ¼ lb. pigment per gal.	10	12	15	20
½ lb. pigment per gal.	12	15	18	25
¾ lb. pigment per gal.	16	20	25	32
1 lb. pigment per gal.	20	25	30	38
1½ lbs. pigment per gal.	25	30	35	45
Cheap black enamels for drums, auto chassis, etc.	4	7	10	15
Stains ..... Furniture stains; interior wood stains; penetrating stains; oil stains; shingle stains; varnish stains.	3	5	8	12
Roof coatings, liquid.....	1½	3	5	7

	Cents per pound; four batch sizes. A	B	C	D
Oilpaste paints (paste roof coatings depending on fineness of grind and character of pigment)..	½ to 7/10	6/10 to 8/10	8/10 to 1	1 to 1½
White lead in oil, paste and semipaste; zinc in oil, paste and semipaste; lithopone in oil, paste and semipaste; titanium in oil, paste and semipaste; tinted leads; semipaste house paint; red lead in oil, paste and semipaste; machine paint and fillers; shade cloth colors; paste filler; agricultural implement paste; freight car paint, paste and semipaste; paste roof coatings.				
Colors in oil—				
Ocher and venetian red.	1	1¼	1½	2
Chrome yellow.....	1¼	1¾	2	2½
Earth colors.....	2½	3	3½	4
Black, green, and ultramarine blue.....	3	3½	4	5
Prussian blue and organic reds.....	4	5	6	7
Japan and varnish paste colors (depending on fineness of grind and character of pigment)	2 to 5	4 to 6	5 to 8	7 to 10
Colors ground in japan; paste varnish colors; printing colors; silk screen paste colors.				

	Cents per gallon; four batch sizes. A	B	C	D
Varnish, fossil gum, long and short oil.....	8	12	15	18
Varnish, reducing oil, asphaltum and drier, long oil, over 30 gal. oil per 100 lbs. resin.....	6	9	11	14
Short oil, under 30 gal. oil per 100 lbs. resin	3	5	8	10
Varnish, asphaltum, drier, etc., free from oil.....	2½	4½	6	8
Shellac and spirit varnish.	3	5	7	10
Clear lacquers..... Automotive clear lacquers; airplane clear lacquers; furniture clear lacquer; wallpaper clear lacquer; linoleum clear lacquer; bronzing liquid.	7	10	15	20
Lacquer thinners.....	1	1½	3	4

Bulk Cost

Bulk cost embraces all expenditure for raw material and complete manufacturing expense, labor, and overhead to make product in bulk prior to filling into containers for sale.

Package and Packaging Cost

This represent a large and variable feature of the cost of finished product. A schedule of standard costs for packages of all sizes should be prepared, covering cost of container, label, case, etc., and the filling, handling, labeling, packing, etc., labor expense. All these are required to fill, finish, and warehouse the product and prepare it for shipment to the customer.

In addition to the cost of the container, etc., the labor and expense to handle packages has been found to be as follows; the lower figures are attained through the use of most efficient filling, closing, and labeling equipment in handling large quantities:—

Packing Cost—Labor and Expense Only

	Four batch sizes. A	B	C	D
	Per gallon			
Liquid paints, varnish, and lacquers—				
Drums	$0.01	$0.01½	$0.02	$0.02½
5 gallon cans.....	.02	.02½	.03	.04
1 gallon.....	.05	.06	.08	.09
½ gallon.....	.07	.08	.10	.12
¼ gallon.....	.09	.10	.15	.18
1 pint cans.....	.13	.15	.22	.30
½ pint cans.....	.18	.20	.30	.40
¼ pint cans.....	.25	.30	.45	.60
⅛ pint cans.....	.55	.60	.90	1.25
	Per pound			
Paste paints—				
Drums	.10	.12	.18	.25
100 pound kegs.....	.20	.25	.35	.60
25 pound cans.....	.30	.40	.60	1.00
10 pound cans.....	.60	.75	1.00	1.25
5 pound cans.....	.90	1.00	1.50	1.75
1 pound cans.....	2.00	2.50	3.00	3.50

The A, B, C, and D classification is defined fully under "Manufacturing Costs" above.

Filled Factory Cost

This embraces the complete cost of material in bulk with further addition to cover package, etc.; thus, it includes all factory expenditure for the product ready for shipment to the trade.

Full Selling Cost

The expenditure incurred in marketing the product must be covered by the selling price before any profit results. These items of selling and distributing expense, enumerated in the outline, can be included in the cost most simply by a schedule of percentages providing for different classes of business. Large volume sales or contracts obviously cost less to sell than do small orders.

Special consideration should be given to the expenditure entailed in developing products for the needs of industrial concerns.

Such business usually requires a visit of a technical man to fully comprehend the conditions in the consumer's plant. Next, it may not be possible to satisfy their needs with standard raw material in use in the manufacturer's plant. This entails searching the market for suitable materials offered by suppliers. Then follows technical research and experimenting, possibly many attempts before a satisfactory product can be developed.

Having produced something which seems satisfactory in the laboratory, the manufacturer submits it to the consumer for test, possibly accompanied by another visit of the technical man.

This test may indicate that the product is acceptable for application, but it is more than probable that the consumer will wish to submit the finish to further practical and exposure tests. Thus a final decision may be greatly delayed and no immediate business results from all this effort. At the conclusion of such tests the consumer is ready to entertain final offer as to price, etc. Fortunate indeed is the manufacturer if he then enters into contract to supply a substantial quantity for reasonable period at a satisfactory profit margin.

Pleasure
When a lacquer technician puts his O. K. on an RBH Base for a formulation, a profit-minded executive registers pleasure.
He knows that RBH policy is never to recommend the use of its products when existing grinding equipment is capable of producing an entirely satisfactory result.
He knows, or quickly finds out, that the use of RBH products by his staff are based on the qualities and characteristics they contribute to the finish which cannot be duplicated at lower cost.
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BOUND BROOK, N. J.
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PIGMENT DISPERSIONS ONLY FOR PAINT, VARNISH AND LACQUER INDUSTRY

Troubles Have Only Begun

He is now under obligation and responsible to consumer to make prompt deliveries, maintaining an approved standard of quality and performance so that the production program may not be interrupted.

It is more than likely that some trouble will develop as such new material gets into use. The production line is held up—a few frantic long-distance telephone conversations and telegrams are exchanged. Out goes the trouble shooter, probably by plane, to pacify an irate plant superintendent and finisher who may be none too friendly.

He probably finds that the product is not quite foolproof and that the consumer failed to carefully control all operating conditions. The product must be modified slightly and the finisher must be more careful. Everything goes on smoothly for a time, when some rushed order is speeded up or change in weather or something else causes trouble, and the consumer is delayed in execution of an important order. Again the relations are strained, the salesman and technical man rush to clear up the situation.

And so industrial business needs constant attention to service the account.

All such expense must not be overlooked in considering the cost of the product. This is a continuous source of expense and, in many fields, has been found to be as much as 5 to 7 percent of the sales volume.

The Robinson-Patman bill introduces the need for careful accounting to determine cost to sell different kinds of trade. Observations should be made as to the cost to enter and invoice an order, also as to cost of handling per unit of product sold. Obviously, it costs much more per unit to sell and handle small individual orders, than it does for large contracts.

The cost accounting method outlined provides reliable data as to the differing cost for unit of large and small production runs in the plant.

A careful study indicates that in many companies the selling and distributing expense averages about as follows when compared to the complete factory filled cost of the product:—

	Percent
Bids for large volume business	10 to 15
Contracts for large volume	15 to 20
General industrial business	20 to 30
Trade sales	30 to 50

It is recommended that every manufacturer make a careful survey of his own conditions and establish a scale of percentages to cover the expenditure to sell and distribute the product in relation to the complete cost of production. This percentage should then be added to factory filled cost to determine the full selling cost and it should be definitely understood that no profit is realized unless the product is sold for a price above this figure.

Selling Price

The selling price of any product should give fullest consideration to:—

1. Complete cost to manufacture.
2. Selling and distributing the individual product.
3. Volume of business in prospect.
4. Anticipated profit.
5. Value of product to the consumer.
6. Competitive prices on comparable product.
7. Credit risk of the account.
8. Technical service required by consumer.

Profit

Profit should be considered as a percent on selling price rather than as a percent in relation to cost. The amount of the sale is the more tangible and is, therefore, the logical basis against which selling expense and profit are to be considered. Such comparison also expresses the profit more conservatively.

Some consider profit as a percent of invested capital. This is quite a proper basis to determine the final outcome of a business, but such profit results from many other features beyond the proper relation between cost and price of individual products.

Summary

Reviewing the subject from the standpoint of percent on sales dollar, general observation indicates that industrial business of the industry may be broken down about as follows:—

	Percent
Profit	5 to 10
Selling expense	20 to 35
Manufacturing expense	5 to 20
Packages	5 to 10
Material cost	40 to 60

Contract Check List

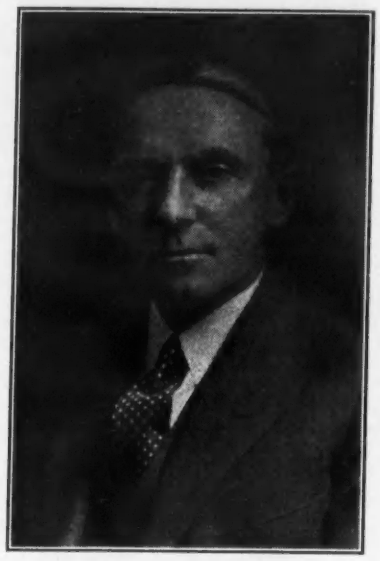
C. Homer Flynn, director of the industrial sales division, commented briefly on a contract check list and an industrial products catalog, copies of which were distributed. The check list is suggested for use in drafting contract forms, phraseology of which is vitally important in these days of changing material prices and labor relations. The catalog is a sample form for use in compiling price information on standard lines of finishes. Group meetings will consider this catalog later.

After explanation by Mr. Flynn of why the monthly tung oil reports were discontinued, a vote was taken recommeding that the steering committee reconsider issuance of this report.

The steering committee will also take up the subject of a change of name to "Industrial Finishes Sales Division."

Trade Sales Conference

At the meeting of the trade sales division Thursday, with Charles W. Eastwood, chairman of the national committee, presiding, an address, "Drift in the Robinson-Patman Law," was presented by Edwin B. George, economist with Dun & Bradstreet, who at the convention a year ago discussed the legislation which had then been in effect a few months.



Charles W. Eastwood
Chairman on Trade Sales

Robinson-Patman Law

There is as yet no clear pattern of business adjustments which must be made to conform with the law, said the speaker; original fears are somewhat quieted and original hopes are somewhat dimmed; general awareness of the law is less pressing than a year ago, and it is probably a fact that efforts to conform are more careless. This condition, said the speaker, is not to be marvelled at, and he recounted the early days of the antitrust laws to bear out his statement. He continued:—

The permanent content of the Robinson-Patman act is still to evolve and it probably will evolve. It can still be implemented judicially and strengthened legislatively. Its basic intent can still retain the sympathy of the thousands of business men that it commanded at the start, even though it still retains their chagrin at its technical details.

There is now a definite pause in the law's unfolding. Sellers are beginning to relax, and buyers to press for special advantages with more assurance. That pause is not very dynamic, but it is not death. . . . There is not yet any reason to scrap the basic adjustments you may have made during the past year, and there is a fifty-fifty chance that there never will be. The only development to date really warranting any relaxation is the moderateness of the commission's own attitude in decisions handed down. That goes to detail and not to principles.

Mr. George declared that the four decisions made by the Federal Trade Commission might be said to indicate a drift toward realism and therefore toward flexibility. He expressed the feeling that business men should keep always before them industrial ideals and steer a course as closely as competitive practices will let them. The principles on which the law will be evolved will be built he said, in terms of cases, not in terms of abstracts, and it is easy to reason that the man who takes the longest chances has the best prospect of being elected as a guinea pig. In view of this, there is a powerful reason to keep leaning toward the safe side in order to avoid becoming a case.

Lumber Dealers' Role

The importance of lumber dealers as logical sellers of paint and varnish products was a point emphasized by Don A. Campbell, president of the National Retail Lumber Dealers' Association, and also in remarks by Mr. Trigg in announcing that Frank Carnahan, secretary of the above group, was unable to deliver his address on cooperation between the paint and lumber associations.

"Frankenstein in the Paint Industry"

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—Dry Hard *Overnight!*

—Withstand 5% Caustic *for 3 hours* and Boiling Water *for 3 minutes* After Drying 48 Hours!

—Have the *Initial* Whiteness and *Stay* White *After* These Tests!

When Formulated With Varying Proportions of Ester Gum and the New and Different Varcum 40-43 Resin.
Your Inquiry Is Invited.

VARCUM CHEMICAL CORP.
NIAGARA FALLS, N. Y.

was the title of an address by James C. Kelly, of the National Paint Salesmen's Association, in which he graphically described cancerous growths known as "primo grade-itis," "gratis-itis" and "empto-pocketitis," all developments of the evil of selling on price. He pleaded for building of sales on a quality basis alone as a basis for a really profitable industry.

Paint Styling Council

Mr. Eastwood then turned the trade sales meeting over to Horace S. Felton, chairman of the newly formed Council for Paint Styling, whose principles and purposes were outlined by M. Rea Paul, chairman of the technical and fact-finding subcommittee. Mr. Paul's report follows:—

Study of Paint Styling

The purpose of this report is to cover briefly, the preliminary steps leading to the formation of the Council for Paint Styling, the work which this subcommittee of the council has accomplished to date, and its plans for the immediate future. It is not the intention to offer at this time recommendations respecting paint trends or prevailing styles, but instead, to explain what styling is, and how, through the use of paint, it may be accomplished on the exteriors and interiors of buildings.

The natural question arises as to what is meant by styling with paint. This can best be explained by referring to a survey conducted a little over a year ago, the results of which were published ("Styling with Paint"—*National Painters Magazine*, August, 1936, p. 13) by the writer and indicated a definite trend in the use of color in exterior painting. which differed to a considerable extent from that in use some ten years ago. This survey showed that a single body color is now preferred for houses, where upper and lower body effects were in the past employed to a considerable extent; that the roof is now treated in a manner to render it relatively inconspicuous, where in the past brighter colors were more often employed. In the majority of cases, the survey showed that for the newer houses, white as a body treatment is used to a greater extent than in the past.

Contrary to the practice of a few years ago, of having a pronounced brightness difference between the treatment of the trim and body, there appears a distinct trend toward utilization of the same color for both body and trim, and this in most instances applies also to the sash. This is a marked change from the general practice in the past, of cutting in the trim with a different color from that used on the body, and furthermore, the sash was oftimes painted in a color that was quite dark, similar to that employed on the shutters.

In addition, the survey indicated that the majority of houses carried shutters, and seven-eighths of these were treated in a color different from that applied on the body, trim and sash, and of such selection in matter of hue as to provide striking contrast to the other colors used on the house. Even the front door was accorded a color treatment so designed as to set it apart from the other colors used, in order to provide a point of focal interest.

As a result of this survey, it was apparent that the hundred forty exteriors analyzed for color had been painted in a style different from painting procedures employed in the past.

Interior trends in painting have also undergone a marked alteration. The style in mottled finishes and figured patterns of a few years ago has now been replaced with plain, clear, strong tints.

Styles Will Change

That styles in painting very definitely change from time to time can probably be accepted as a reasonable truth. This change is brought about because of a desire for something new, and the natural wish on the part of the consumer to be up to date.

Ideas as to how color in paint form should be used on the exterior and interior are perhaps shaped by the efforts of other industries and individuals, more than by any efforts of our own. Among these are many groups that take part in the development of structures upon which our materials are used. Architectural design is undergoing constant change. The house of today probably resembles more clearly the house of ten years ago, than it will the house of ten years from now.

The lighting industry has progressed rapidly through cooperative effort; the carpet and rug industry has created a Style Trend Advisory Council to familiarize their members with prevailing trends in consumer preference; the Window Shade Institute and the Pacific Coast Association of Tile Manufacturers have already launched styling projects; working with the National Bureau of Standards, the National Retail Dry Goods Association has standardized on colors for kitchen and bathroom accessories; while the furniture manufacturers, textile manufacturers, and others, are busily en-

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Standard product of highest purity and uniformity.

MODIFIED COBALT RESINATE, 9%
One of the newer Cobalts, having unusual characteristics and advantages. Is a neutral, brittle solid, easy to use, stocks perfectly, easily cut cold and also perfectly adapted to kettle use. Probably the most economical form of cobalt on the market.

LIQUID COBALT No. 60, 6%
A standard, neutral prepared drier, entirely free from stabilizing agents or chemicals. Stocks perfectly, non-skinning, no disagreeable odor, good body and low volatile content.

COBALT BLUES
Absolute permanent blueing agents to counteract yellowing in whites.

THE SHEPHERD CHEMICAL CO.
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CINCINNATI OHIO

WHY WORRY ABOUT WOOD OIL?

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WHY EXPERIMENT?

You can make the finest Flat Wall Paints with No. 600 FLAT WALL PAINT LIQUID, the first on the market and still considered by many to be the best . . . . . .

NO ADVANCE IN PRICE
NO CHANGE IN QUALITY

We will accept Contracts on our No. 600 FLAT WALL PAINT LIQUID for specified quantities and will guarantee deliveries up to July 1, 1938 . . . . . .

If you do not use No. 600, now is the time to try it and be ready for any eventuality.

THE THIBAUT & WALKER CO.
LONG ISLAND CITY, N. Y.

gaged in advising the consumer on what should be used in the house of tomorrow.

Changes in style require that people be constantly on the alert to prevent them from appearing old-fashioned in the eyes of their neighbors. The fear of not being up to date is a powerful incentive in whipping the mind to the point of sensing and recognizing style changes. It is probable that no one would question the fact that marked alterations are being made in the character of design of the products manufactured in other industries upon which, or with which, our paints are used, nor would one question the fear on the part of the public to disregard these changes.

In order that our industry may play a more important role than it has in the past, in shaping the ideas of the consumer with respect to the use of paint, a Council for Paint Styling has been created within our industry. This came about as a result of a series of conferences held over the past few months. The purpose of the council may be visualized as threefold:—

Purpose of Council

First, to bring to the attention of the industry, information respecting styles in painting for their guidance, so that the individual firms may, if they desire, pass this knowledge on to the painter and the consumer through their advertising, promotional and service activities.

Second, to predict for the industry, new style trends that appear to have the possibility of achieving national importance.

Third, to contact the styling groups in other industries, for the exchange of information.

As a preliminary step, the Council for Paint Styling has approved certain projects for study. The first is a survey of houses on which paint is used, in the principal sections of the country, with the view to classifying architectural types that can most readily be styled with paint. This study is being cnoducted through the simple means of having photographs of houses, typical of the different sections of the country, furnished to the technical and fact-finding committee by hundreds of field representatives throughout the United States. The pictures are selected to illustrate large and small dwellings that are old, and large and small dwellings that are new, that best typify the houses found in that section of the State from which they come. Several hundred such pictures have already been received by this committee.

Another project is to divide the country into sections, with respect to architectural types that are most characteristic of a given area. Such surveys, when color information is included, would furnish the ground work for a fairly accurate prediction regarding trends in color styling for the exterior, and would enable the manufacturer to scrutinize his color card with a knowledge that it was designed to meet any special demands that would arise.

Study of Trade Trends

A project calling for a study of those color cards issued by the industry is also under way. The cards of six paint manufacturers have already been broken down to indicate the trend in color preference, on the basis of percentage of colors sold. While the analysis included flat wall paints and first-grade household enamels, in addition to exterior house paints, only a few general figures relative to the latter group are presented here for illustrative purposes.

Percentage of Colors Sold as Exterior House Paints by Six Manufacturers

	Percent.
White	49 to 27
Ivory, cream and light buff	11 to 7
Medium and dark greens, light and dark browns, medium grays and black	7 to 2
Light grays, dull reds and dark buffs	2 to 1
Bright reds, orange, bright yellows, bronze greens, and light and dark blues	1 to 0.5
Other colors	below 0.5

Another project upon which agreement has been reached by the technical and fact-finding committee of the Council for Paint Styling, involves those factors necessary for consideration in choosing a scheme of color treatment for the exterior of a dwelling. These are listed as follows:—

1. Architecture.
2. Size of building.
3. Materials employed in construction of roof, body, etc.
4. Amount of trim with relation to other surfaces.
5. Color of surroundings, to include nearby buildings, amount of foliage, etc.
6. Previous treatment.

In addition, this committee has now added a seventh factor known as "Styling."

Agreement among experts as to what these factors should be, may not appear to have any great value for the manufacturer, but for the painter they possess considerable importance through developing new talking points when the question is raised by the homeowner of choosing a color scheme.

In the above, certain projects have been touched on that illustrate how, by means of surveys, exterior style trends may be determined.

Influences on Interiors

The use of color for the interior, however, offers a different problem, since homeowners, as a rule, see very few interiors of other people's houses in the course of a year. When the choice of color for interior painting is considered, it will be found that the ideas of the homeowner have usually been shaped by various influences. Most important among these are colored advertisements which show room interiors. These colored illustrations may be advertising floor coverings, fabrics, plumbing, furniture, venetian blinds, or cigarets, but each, perhaps unknowingly, is portraying the painted surfaces of a room interior, and these are, as a rule, decorated in the most up-to-date manner in order to show off the article being advertised to best advantage.

Such illustrations are helping to shape the minds of the public in matters of taste, and are often referred to when questions arise as to whether the wood trim should be carried out in the sidewall color, or should be painted in a color calculated to provide pleasing contrast. Any authoritative recommendations with respect to the use of color in paint form in the prevailing fashion would be eagerly seized upon by other industries for incorporation in the presentation of their merchandise, thus further assisting the council in the establishment of recognized style trends.

The second most important factor will be found in the decoration section of many of the magazines. These are looked to by many home-owners as depicting the prevailing trends in color use. These magazines would also welcome information from the council regarding the proper use of color. Model rooms in the department stores throughout the country, and model homes in various communities, play their part in shaping consumer tastes. With the introduction of motion pictures in color, the sets depicted will become an extremely important factor in the matter of style trends. The interiors of public buildings, such as hotels, restaurants, theatres, etc., play a minor part in formulating ideas as to the possible use of color.

Finally, there are special influences of specific character, such as the Williamsburg Restoration, that aid in creating in the minds of visitors, the desire for painted interiors carried out in certain definite styles. By continued observation of these influences that are shaping public opinion in matters of color taste, it will be possible for your Council to forecast with considerable accuracy the probable trend in the use of color from year to year, and, it is believed, may ultimately become an important factor in dictating on matters of styling. Arrangements have therefore been made for obtaining, comparing, and classifying information with respect to these various influences that are shaping public opinion, and this also has been set up as a project for study by this committee.

Interindustrial Influences

Another project involves the contacting of the styling groups in different industries, for the purpose of disseminating information respecting style trends in the field of painting, and for the purpose of securing advance information regarding trends in other fields that will perhaps in time tend to influence the paint consumer in his selection of color.

During its comparatively short existence this committee has had brought home to it in a very forceful way the fact that there is a growing style trend toward the use of finished materials in exterior and interior building construction. When erected, such dwellings require little or no painting. The interiors have had a small amount of dry color added to the plaster finish, that later is scratched in a design to provide a pleasing decorative effect. In many of these dwellings, the picture molding has been reduced to one-half inch in size, and the baseboard in most instances consists of an inch-wide quarter-round molding, both lightly stained. The ceiling is plain plaster, tinted slightly with a little dry color.

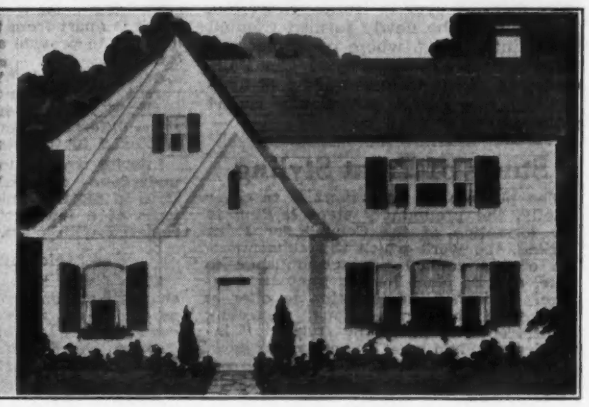
Here is a distinct trend away from paintable materials that were, in the past, so generally employed. Such surfaces do not, from the point of view of color, lend themselves as readily to styling as those upon which paint is used. If the idea of styling exteriors and interiors with color can be forcibly emphasized by a joint effort of the industry, and accepted and appreciated by the public, it will become necessary in the planning of future houses to provide for the use of paint in order to most economically meet the demand for a "styled" dwelling finished in a manner characteristic of the times.

While, in the above, a few of the principal pro ects have been briefly touched upon, little has been said about the personnel of the Council for Paint Styling. This is composed of representatives of manufacturers within the industry, whose duty is to disseminate the information supplied to them by those having a specialized knowledge of color, that comprise the membership of the technical and fact-finding committee. It is the belief of both the council and this committee that styling with paint, as a co-operative effort on the part of the industry, may provide a unique means of capturing the consciousness of the public and afford an effective medium for increasing sales.

(A display of the architectural map and the color preference chart described by Mr. Paul was on view in the corridor. It was arranged under the supervision of Stanley Dunning, chairman of the subcommittee on publicity.)

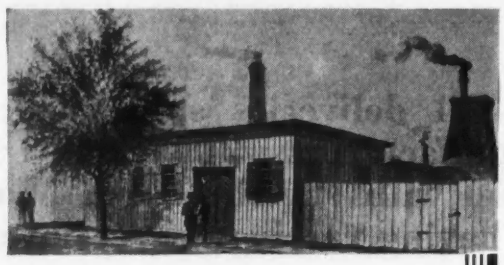
Howard Ketcham, color engineer, outlined what other industries are doing with color styling as a means of sales building, explaining what surveys of public taste and demand had been able

Painted as Usual



Painted for Style

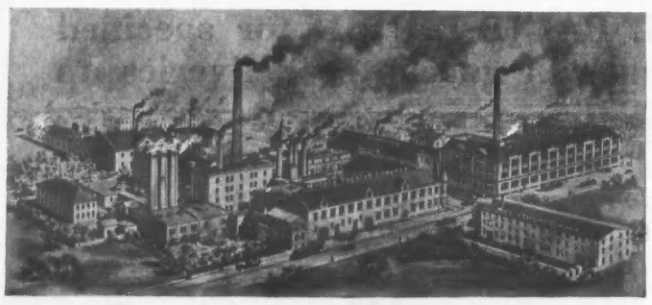
Proper Painting Makes Places Stylish



Stanley C. Dunning
Mapped U.S. Paint Styles

The Murphy Standard of Quality was established in this small factory 72 years ago . . .

The same high standard, aided by every modern facility, is maintained in today's Murphy plant.



MURPHY VARNISH COMPANY
NEWARK, N. J.
PAINTS VARNISHES ENAMELS STAINS LACQUERS

to do in advancing industrial interests, notably in the textile and automobile fields.

J. Frank Jones, of the Painting and Decorating Contractors of America, endorsed the purposes of the council as a powerful factor in aiding painting and decorating contractors to obtain more profitable jobs.

No Axes to Grind

Ernest T. Trigg, summarizing the work of the council so far, said:—

I want to make it clear that there is no thought on the part of anyone on this committee to attempt to exploit individual shades or colors to either the manufacturer or the public. It was recognized at the very inception of this work that from a practical standpoint the Council for Paint Styling must scrupulously refrain from doing this either directly or inferentially. The committee recognizes the practical complications which would result from any other course. Each producer has his own ideas as to the colors and shades which he manufactures, carries in his stock, shows on his color card and sells to his trade. The committee fully recognizes that this situation is an individual one with each manufacturer and must not be upset or disturbed in the slightest manner.

The committee's work has only begun. It has given us a taste of the possibilities today. It is going to require sustained, enthusiastic effort and to that end further volunteers are now requested to join with the color-minded men on this council and we shall be glad to add any such to the technical and fact-finding subcommittee as and when their names are given to us. We now have another tool for new and better paint selling and I cannot help but believe that its measure of success will be limited only by the extent to which the members of the industry make intelligent use of it.

Please do not expect too much of the committee at once. Its work will be carried forward with all the speed possible consistent with sound judgment, and you will be kept advised of its progress. In the meantime we urge all manufacturers and master painters to study the sales possibilities in color styling for themselves and give your committee, through your national headquarters, the benefit of any ideas or suggestions which you may have looking to its most complete usefulness to the industry and its greatest value to the public.

As the dramatic phase of the council's program, Herbert Thompson Strong presented his illustrated demonstration of the hidden magic in the world of color by showing how activation by ultraviolet rays and polarized light can produce riots of color and design from such ordinary objects as pieces of gray stone, drops of asparagus juice, and portions of the human body.

So fascinated was the audience with his demonstration that it was repeated as a feature of the annual banquet, several hundred persons remaining in the banquet hall for nearly an hour and a half to hear his lecture.

Industry's Public Policy

A novel feature of the final morning's session was the showing of a pictorial feature, with comment by Reuel W. Elton, which gave in summary form the story of the scores of association activities, among them the scientific section, the unfair competition bureau, the trademark division, the save the surface and clean up and paint up campaign work, the trade sales division, the industrial sales division.

At this session, H. M. Howard gave the final report of the committee on constitution and by-laws which had submitted changes designed to simplify and clarify the association's working rules.

Memorials

W. S. Auchincloss, chairman, presented the report of the memorials committee, listing the following members who had died in the past year:—

Ones C. Adamson, of Forman, Ford & Co.; Samuel Edmund Booker, of the Peaslee-Gaulbert Paint & Varnish Company; Theodore E. Damm, formerly of the Devoe & Raynolds Company and of the association staff; John C. Dolph, of the John C. Dolph Company; Ausburn D. Dwelle, of the Dwelle-Kaiser Company; Joseph Florman, of the Florman Paint Manufacturing Company; Louis Florman, of the Florman Paint Manufacturing Company; Robert Bruce French, of the Harshaw Chemical Company; Frank J. Frey, of the Geuder, Paeschke & Frey Company; Henry Rexford Gibbs, of the T. H. Nevin Company; George L. Gillon, formerly of the Wilson & Bennett Manufacturing Company; William Joy Glidden, formerly of the Glidden Varnish Company; Robert P. Hanna, of the Hanna Paint Company; John F. Harmon, of the Geuder, Paeschke & Frey Company; Edward J. Horn, of the A. C. Horn Company; Frank C. King, of the American Can Company; Howard Penn Knox, of the Knox & Morse Company; John G. Lowe, of the Lowe Brothers Company; James F. McBride, of Edward

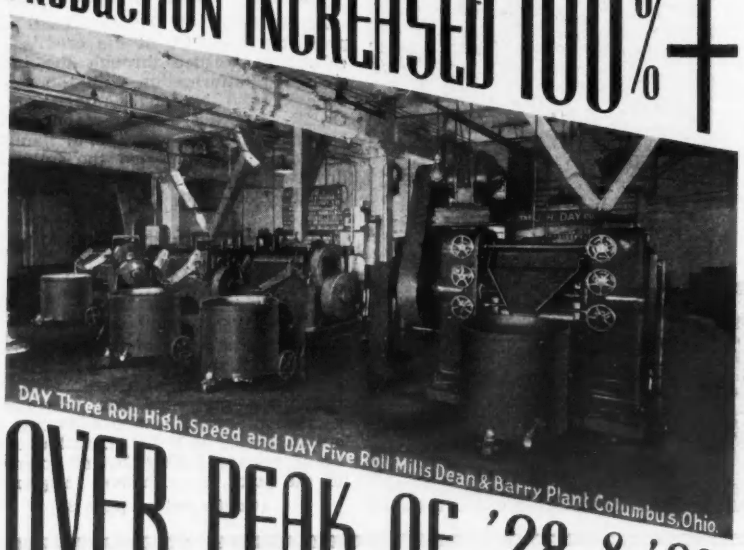
Highest Standard

Lake Colors
Fast Toner Lakes
Bone Black Drop Black
Ivory Black
Carbon Blacks
Oxides, all shades
Genuine Van Dyke Brown
Genuine Sap Brown Crystals
Genuine Chremnitz Whites
Cadmium Yellows
Cadmium Reds
Permanent Greens
Aniline Colors
Wood Stains

Import — Export

FEZANDIE & SPERRLE, Inc.
205 FULTON STREET NEW YORK
Telephone COrtlandt 7-1460-1461 Cable Address "Fezan New York"

PRODUCTION INCREASED 100%+



OVER PEAK OF '28 & '29..

The DEAN & BARRY *Co.*

R. S. McKay, Pres. A. N. Masse, V. P. G. W. McKay, Treas.
F. S. Crooks, Sec'y.
Manufacturers of Paints, Enamels, Stains, Putty, Fillers, etc. Columbus, Ohio.

The present officers of this progressive company took over the old organization in 1923. A steady advance in quality and volume has marked their progress since that date. They now report more production in the first six months of 1937 than in twelve months of previous peak years of 1928 and 1929.

Their plant is 100% DAY equipped.

The J. H. Day Company is proud of the part DAY Equipment has played in the success of The Dean & Barry Company as this Company attributes much of its success to the policy of keeping their plant modernized. They are always willing to investigate new methods and new equipment, fully realizing that equipment obsolescence eventually means loss of profits.

Write your nearest Day Representative or to the Cincinnati Office for detailed information on

DAY ROLLER MILLS

The J. H. Day Company

Factories and Principal Offices
CINCINNATI - - - - OHIO

BISBEE LINSEED COMPANY

Manufacturers and Refiners

•

PURE LINSEED OIL

•

Philadelphia, Pa.
Chicago Heights, Ill.
Amsterdam, N. Y.

Smith & Co.; Andrew W. Mellon, of the Aluminum Company of America; Eugene Merz, of the Ultramarine Company; Walter B. Minehart, of the Minehart-Traylor Paint Company; Robert J. Munn, of the Lilly Varnish Company; Edward Pitcairn, of the Pittsburgh Plate Glass Company; Frank C. Richardson, of the Erie Window Glass Company; Bradford W. Ripley, of the U. S. Color Card Company; George Stanley Robins, of the G. S. Robins Company; Samuel Rosenthal, of the Bradley & Vrooman Company; Charles G. Ross, of the Charles Ross & Son Company; William S. Rowland, of the Stanley Chemical Company; Willson Hunt Rowley, of the Evans Lead Company; J. Robinson Silver, of Felton Sibley & Co.; James T. Skelly, of the Hercules Powder Company; John M. Sparrow, of the Imperial Varnish & Color Company; Charles Stollberg, of the American Can Company; Samuel W. Thompson, of Thompson, Weinman & Co.; Forrest R. Trafford, of the *American Paint Journal;* William C. Vance, of the Louisville Varnish Company; Frank P. Van Hoesen, of the E. P. Van Hoesen Company; Stephen C. Watson, of Bridges, Smith & Co.; Frank Woolsey, of the C. A. Woolsey Paint & Color Company.

The convention stood in silent respect to the memory of those whom death had removed from the ranks of members.

W. P. F. Brawner, of the Golden Gate Paint, Varnish and Lacquer Association, presented to the association a sheaf of letters from his own and other West coast groups inviting the association to hold its 1939 convention in San Francisco.

H. L. Wilkinson moved a vote of appreciation to the association officers and staff for the effectiveness of their work.

Wholesale Division

Harry W. Constant, Wichita, Kans., presided at the meeting of the wholesale division Tuesday afternoon, which elected the following:—

Vice-chairman of the division, L. S. Wernli, Sioux City, Iowa; chairman of the executive committee, Karl H. Smith, Detroit; vice-chairman of the executive committee, W. H. Stoneman, Albany, N. Y.; members of the executive committee for three-year term, W. B. Elwang, Richmond, Va.; Karl H. Smith, Detroit, and Harry W. Constant, Wichita, Kans. Edward R. Drake was recommended as secretary for another year.

Mr. Trigg explained the desire of the manufacturers to co-operate with the members of the wholesale division in solving their problems.

Scarcity of Cost Knowledge

Walter Mitchell, jr., of Dun & Bradstreet, Inc., in presenting an analysis of the operating and merchandising experience of paint and varnish wholesalers, a section of Dun & Bradstreet's 1937 wholesale survey, commented on the scarcity of cost knowledge which had been revealed. One of the conclusions reached from a study of the survey was that, in general, paint and varnish wholesalers operate with higher gross margins and total expenses than almost any other type of wholesale trade and the average profit showing of the reporting concerns compares favorably with other wholesale trades studied.

Compared with other trades analyzed it was shown that the average paint and varnish house distributes over a somewhat smaller territory.

Value of Casein Paints

Stanley C. Dunning, of the Muralo Company, in his paper on casein paints disavowed any claim that they are perfect as well as foolproof materials, and declared that they must be employed with the same care and knowledge that should be exercised in the application of any other type of paint. He traced the development of casein paints in the past forty years, particularly in the last few years which have produced the present-day powders and pastes.

Discussing the pros and cons with regard to each type, Mr. Dunning urged the necessity of purchasing from reputable manufacturers known to have ability properly to formulate and manufacture. Adhering properties, he said, "are too well established to cause argument." Chemically it is known that casein, as contained in the quality powder and paste paints of today, he said, does not change its nature or structure with age; there is no chemical or physical decomposition, if formulated correctly. The specific cases of years' old maintenance work with casein paints without failure testify to their stability and paint permanence, he added.

Committee Reports

The reports of the fourteen standing committees and divisions of the association were presented to the conventioners in the customary printed form, but did not come before the meeting for consideration, with the exception of matters, such as suggested changes in the constitution and by-laws, which required convention action.

The subjects of these reports were handled by the respective committees as follows:—

Calcimine, Water Paints

The division of calcimine and water paint, of which J. G. Penniman was chairman, reported that sales of these products had kept pace with the substantial gains made by the industry as a whole during the past year, and estimated that the annual consumption of these products in the United States was more than 30,000,000 gallons.

Development of new washable calcimines, or casein paints, was mentioned.

The group had held a meeting in Chicago in April for the consideration of a simplification program and other matters. Discussion of these matters was continued by members of the group who were in Cincinnati.

Clean Up and Paint Up

Completion of twenty-five years of activity by the National Clean Up and Paint Up Campaign was noted in the report of the clean up and paint up committee, of which R. A. Plumb was chairman. Emphasis was laid on the value of clean up and paint up programs as producers of profits for the industry.

Mention was made of the award of the certificate of honor of the American Trade Association Executives to the National Paint, Varnish and Lacquer Association in recognition of the public service performed in twenty-five years of clean up and paint up work.

Local paint, varnish and lacquer associations were commended for their co-operation in clean up and paint up programs, and appreciation was voiced for the co-operation that had been extended during the year by the trade and the public press.

Constitution, By-Laws

Calling attention to the fact that the laws of Delaware, under which the association is incorporated, do not provide for corporate constitutions, but designate corporation regulations as by-laws, the committee on constitution and by-laws presented a number of changes designed to simplify and clarify the by-laws. These were chiefly eliminations of superfluous language, and the separation of various provisions into different articles.

The report was presented by H. M. Howard, chairman of the committee, and the recommendations were adopted. The printed report contained a complete text of the revised by-laws, comprising a total of eighteen articles.

Credits and Collections

As evidence of the successful and profitable activities of the credits and collections service through the interchange of information with the assistance of the National Association of Credit Men, the committee on credits and collections, of which F. J. Hamerin was chairman, reported the following downward trend of credit losses from 1933 to 1936:—

Total annual sales—	Percentage of sales. 1933.	1936.
Up to $100,000	1.2905	0.1946
$500,000	1.7164	0.2855
$1,000,000	2.3221	0.1476
Over $1,000,000	1.0528	0.1545
Totals	1.5666	0.1712

Telling the value of the services obtained through affiliation with the National Association of Credit Men, the committee presented for adoption a resolution approving and endorsing the credit service of N.A.C.M. affiliated bureaus, recommending that all members of the paint, varnish, and lacquer in-

(Continued on page 86)

New Peaks to Conquer

PRODUCTS FOR THE PAINT INDUSTRY

CARBON BLACKS
ROYAL SPECTRA
SUPERTEX
SUPER SPECTRA
NEO SPECTRAS
LAKOBLAK
SUPERBA
No. 999
No. 242
EXCELSIOR

COBLACS
STANDARD COBLAC
STANDARD GLOBLAK
SPECIAL 56 COBLAC
SPECIAL 56 GLOBLAK
D-C-COBLAC
D-C-GLOBLAK
COBLAC INDUSTRIAL
COBLAC SOL
COVINYLBLAK

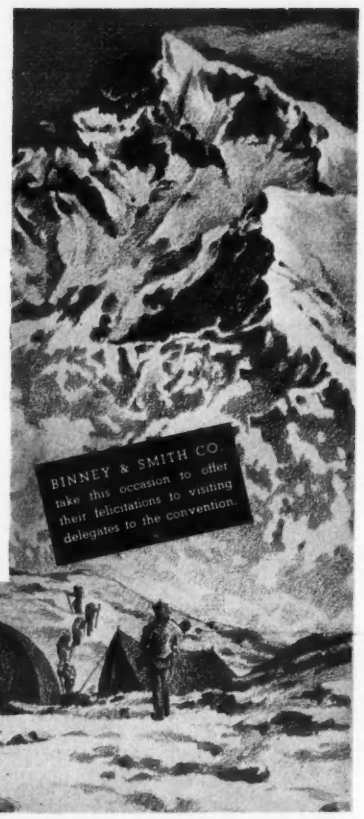
BONE BLACKS
IVO—No. 100, No. 1, No. 3, No. 457

MAPICO COLORS
MAPICO YELLOWS
Lemon, Orange
Dark Orange
Dark Orange Special
MAPICO REDS
No. 110, No. L-110, No. M-135
No. 516 RED
Light, Medium, Deep
MAPICO CRIMSON 98
INDIAN REDS
MAPICO BROWNS
Nos. 418, 419, 420, 421
MAPICO BLACK

COLLOIDAL BLACK DISPERSIONS FOR WATER PAINTS

Binney & Smith Co.
41 East 42nd Street, New York

EVERY new problem in paint formulating is to the manufacturer like an unscaled peak to the mountain climber. It must be approached carefully and with understanding. Therefore, when there is a paint problem to be solved or a peak to be scaled, the presence of an experienced guide always is reassuring. • For more than fifty years it has been the pleasure of Binney & Smith Co. to join hands with manufacturers in solving many problems encountered in the industry's progress. • In the future there will be still more problems of formulation. With valuable experience on which to draw, greater resources than ever, and larger facilities for service, Binney & Smith Co. as always, will welcome further opportunities to cooperate.



Ansbacher Siegle
COLORS

General Offices, Works and Laboratories
ROSEBANK, STATEN ISLAND, NEW YORK, N. Y.
Boston, Chicago, Los Angeles, Cleveland, Detroit, San Francisco, Richmond, Toronto, Canada

ANSBACHER

TRADE MARK
REG. U.S. PAT. OFF.

Oils, Fats and Waxes

Chinawood Oil Continues to Weaken on Spot—Perilla, Rapeseed, Palm and Coconut Oils Also Shaded—Lard Stocks Down Sharply and Market Firmer—Business Quiet

An easy tone continued to prevail in the market for miscellaneous oils, fats and greases, and the trend of prices was again downward. Business in general remained slow. Here and there a fair inquiry was noted for certain edible and technical products, but in the main purchasing was limited to small lots and the movement of such quantities for the week was apparently no larger in the aggregate than in recent preceding periods. The Chicago market for lard was strengthened by firmness in live hogs and a further sharp decrease in lard stocks, but there was still a tendency to increase estimates of the cotton production the world over and the indications still pointed to liberal supplies of various other oils and fats.

Chinawood oil continued easy on spot, sales or resale oil being reported at a further decline. Oiticica, rapeseed and palm oils were also shaded. Copra remained easy and quotations on coconut oil were again reduced. Offerings of palm oil were light on spot and for shipment, but demand was slow and the market was easier. Changes in cash lard were moderate. Domestic trade in that product was fair but there was apparently no improvement in the export inquiry. Western hog markets had a steadier tone. Lard oil was reduced by producers owing to lessened cost of raw material. Cold test neatsfoot oil was higher but other grades were available at lower prices. Refined fish oil selling schedules were maintained at previous levels. Offerings of crude fish oils were light and quotations were nominal. Tallow was steady though quiet.

Price Changes

Prices were changed during the past week as follows:—

Advanced

Carnauba wax, No. 3 North Country, ½c. per lb.
Cottonseed oil, edible, ¼c. per lb.
Lard, 50c. to 75c. per 100 lbs.
Neatsfoot oil, cold test, ½c. per lb.

Reduced

Candelilla wax, ½c. per lb.
Chinawood oil, 1c. per lb.
Coconut oil, ⅛c. to ½c. per lb.
Copra, 1-20c. per lb.
Corn oil, crude, ¼c. per lb.
Lard oil, ½c. to 1¾c. per lb.
Linseed cake, 50c. per ton.
Linseed meal, $1.50 per ton.
Linseed oil, 2-10c. per lb.
Neatsfoot oil, ¼c. to ½c. per lb.
Oiticica oil, 1c. per lb.
Olive oil foots, ⅛c. per lb.
Palm oil, ⅛c. to ⅜c. per lb.
Palmkernel oil, ¼c. per lb.
Perilla oil, ¼c. per lb.
Rapeseed oil, denatured, 1c. per gal.

Comparative Values

Index numbers compiled from twenty-three typical oils, fats and greases on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
129.1	129.6	132.6	134.1

Market news that may have developed after this report was sent to press will be found on page 4.

Vegetable Oils

Chinawood.—Spot oil remained in an easy position. Although supplies are apparently by no means large, consumers continued to hold aloof from the market and reports were current of offerings of resale oil at further concessions. There were reports of transactions at from 17c. to 18c. per pound, with rumors current of offerings at still lower figures. Business was reported to have been closed at 17½c. per pound on the Coast, where offerings were said to be freer on spot owing to reports that another bulk steamer was expected to clear in the near future from the vicinity of Shanghai for this country with a cargo of oil. Business in futures remained at a standstill in the absence of offerings from abroad.

According to official statistics consumption of chinawood oil in the United States during the quarter ended with September was 29,925,213 pounds; warehouse and factory stocks at the close of September were 58,908,641 pounds.

Coconut.—Quiet conditions prevailed and the market remained in an easy position. Copra was still easy and crude oil was reduced ⅛c. per pound by local interests to the basis of 4⅜c. per pound in tankcars. New business was reported as very quiet, consumers being inclined to await further developments abroad as well as in the local market for other commodities. Edible oil was ½c. per pound lower. Production of crude oil in this country during the quarter ended with September was 76,103,342 pounds; consumption 107,082,657 pounds; factory and warehouse stocks at close of September 132,133,570 pounds. Refined oil production 68,178,691 pounds; consumption 68,007,647 pounds; stocks 11,553,275 pounds. Importations of coconut oil for consumption during the September quarter were 82,719,358 pounds.

Corn.—Crude oil was quiet and reports were current of offerings at concessions of ⅛c. to ¼c. per pound. Production of crude oil during the September quarter was 25,043,451 pounds; consumption 37,494,864 pounds; factory and warehouse stocks at close of September 8,740,143 pounds. Refined oil production 33,786,840 pounds; consumption 18,120,976 pounds; stocks 8,419,010 pounds.

Cottonseed.—Edible oil was advanced ⅛c. per pound by refiners. Trade was fairly active. Offerings of imported oil were light and quotations were nominal. Importations of refined cottonseed oil during the September quarter were 34,978,228 pounds.

Oiticica.—The market was easier in company wtih chinawood. Quotations were shaded 1c. to 2c. per pound, but the figures were mainly nominal as supplies and offerings were light.

Olive.—There was a fair inquiry for moderate quantities. Spot supplies appeared to be rather small and offerings for arrival were light. Quotations on foots were shaded ¼c. Consumption of olive oil foots during the September quarter was 4,087,999 pounds; factory and warehouse stocks at close of September 10,807,258 pounds. Importations of foots during the September quarter 6,614,929 pounds.

Palm.—Quotations were shaded ⅛c. to ⅜c. per pound, the tone of the market being easy in company with other commodities. Offerings were reported as light for shipment but, on the other hand, buying interest was very limited. Consumption of palm oil during the September quarter was 93,934,769 pounds; factory and warehouse stocks at close of September 146,524,881 pounds.

Perilla.—Demand was slow and the market had an easier tone, quotations being shaded ¼c. per pound. Consumption during the September quarter was 9,959,085 pounds; factory and warehouse stocks at close of September 18,301,731 pounds.

Rapeseed.—The market continued easy in the absence of any improvement in demand, quotations again being shaded 1c. per gallon. Consumption during the September quarter was 2,891,940 pounds; factory and warehouse stocks at close of September 4,724,645 pounds.

Soybean.—The market was quiet and steady. Production of crude oil in this country during the September quarter was 24,334,362 pounds; consumption 27,480,195 pounds; factory and warehouse stocks at close of September 13,024,922 pounds. Refined oil production 23,073,596 pounds; consumption 39,684,483 pounds; stocks 21,638,380 pounds.

Markets at Other Centers

San Francisco, Nov. 3.—While there was some activity noted in vegetables oils last week, purchasers for the most part were remaining aloof while the situation turned easier. Further recessions were noted in the chinawood oil price level, a very light turnover during the week bringing out a price of 17½c. per pound, with one factor here stating that it was possible to shade this figure slightly. A second steamer was reported in the vicinity of Shanghai taking on wood oil for the United States last week, following a previous report that a bulk deep tank had already been loaded in a previous vessel. Hongkong continues to contribute offerings to this market, although in restricted volume.

COCONUT.—Inactive, with prices a bit easier. Quoted for future positions at 4⅛c. per pound, f.o.b. Pacific Coast ports and/or mills in tankcars. Nearby and prompt shipment oil from the Pacific

Current prices on animal, vegetable, and fish oils (under Oil), fats, and greases (under Grease) are given in the alphabetical list of prices beginning on page 7

• OILS •
CHINA WOOD OIL
PERILLA OIL
SARDINE OIL
SPOT FUTURE
L. N. JACKSON & CO., Inc.
29 Broadway New York, N.Y.

TRADE ELAINE MARK
The best Oil for Wool, Lubricating and Screw Cutting Compounds, etc.
STEARIC ACID
Single, Double and Triple Pressed—Cakes and Powdered and Flakes
Established 1840
EMERY INDUSTRIES, Inc.
Formerly THE EMERY CANDLE CO.
CINCINNATI, OHIO
New York Office, 2116 Woolworth Bldg.
Telephone Cortlandt 7-1742-9377

STEARIC ACID
Single Pressed and Double Pressed
Now available in either cake or flake form
Triple Pressed
IVORY BRAND

RED OIL
(OLEIC ACID)
RUBY OLEINE BRAND *{distilled}*
STAR BRAND *{saponified}*
CANARY BRAND
{very pale yellow, especially suitable for best types of dry cleaners' soaps.}
PROCTER & GAMBLE
MAIN OFFICES
Gwynne Bldg., Cincinnati, Ohio
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Coast is quoted on the basis of 4¼c., nominally.

COPRA.—This market remained quiet all week, with buyers not participating and sellers were meantime quoting here on a lower basis. Quotations are ranging from 2.55c. to 2.575c. per pound, c.i.f. Pacific Coast, crushers here being of the opinion that it would be possible to shade these levels slightly on a firm bid basis. However, there evidently have been no transactions of late to prove the actual position of the market and neither buyers nor sellers are making much effort towards that end. Arrivals here have slowed up somewhat lately and meantime oil sales are low in volume in the mills.

PERILLA.—Crude perilla oil is quoted on the basis of 12¼c. per pound in tankcars, f.o.b. Pacific Coast for spot and nearby positions and 11½c. per pound for deferred delivery. Drums, 1c. higher.

TEASEED.—Quoted on the basis of 9c. per pound in tankcars, nominally, f.o.b. Pacific Coast ports, November-December shipment from the Orient.

Chicago, Nov. 5.—The vegetable oils are marking time as a general tendency, with minor fluctuations in both directions reported. Buying is not very active, but sufficient orders are coming into the market to keep the tone fairly steady.

COCONUT.—Crude, oil, 4½c. to 4¼c. per pound, prompt shipment; deferred, 4⅛c. to 4¼c., Const basis.

CORN.—Crude, low acid, 6¾c. to 7c. per pound, partly nominal. Refined, edible oil, 10c. to 10¼c. per pound, car lots; and 10½c. to 11c., drums, less than car lots.

CHINAWOOD.—Ruling, nominal, 18c. to 19c. per pound.

PEANUT.—Crude, 6⅝c. to 6¾c. per pound, Southeast.

Chicago, Nov. 5.—Range for soybeans for the week ended Nov. 3: No. 2, yellow, spot, 94½c. to 98½c.

Linseed Oil

Flaxseed prices had a downward trend and quotations on linseed oil, cake and meal were reduced.

Flaxseed—DULUTH, Nov. 5.—Quietness characterizes the flax market these days, principally, it is claimed, through lack of supplies. Cash flax is the more active, but with little result, for the seed available is not sufficient to supply would-be takers, and they are careful, under the circumstances, not to unnecessarily and futilely boost prices. Declines in futures here been recorded, but cash premiums keep up and have advanced of late.

The week's closing price range was as follows:—

	Cash.	Dec.	May.
Saturday	$2.10½	$1.97	$2.02
Monday	2.10	1.97	2.02
Tuesday	2.10	1.92	1.99
Wednesday	2.07¼	1.92	1.99
Thursday	2.06	1.92	1.99
Friday	2.05¼	1.90½	1.98½

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Crop movement in bushels follows:—

	Receipts 1937.	Receipts 1936.	Shipments 1937.	Shipments 1936.
This week..	76,538	120,536	211,661	20,357
Since Aug. 1...	616,064	766,749	609,012	342,442

MINNEAPOLIS, Nov. 5.—A slowing up of diversion point demand for seed made premiums slightly easier in the local market during the past day or so but there has been a good demand for all northern grown offers. Local crushers want good seed for current use and storage. Southern Minnesota seed moved steadily but at cheaper comparative prices. Elevator men and mixers took care of considerable of the southern seed and South Dakota offers.

Stocks in local elevators decreased 15,000 bushels in four days because of heavier shipments to outside mills. The out movement was half as large as the in movement. Local crushers are only running 50 percent of their presses currently and probably will not increase operations on account of the well marketed crop of the Northwest and slight hopes of being able to accumulate supplies for an extended run through the balance of the season.

With soil conditions in much better shape than in several years past crushers are hopeful that next year will see a bigger crop and heavier local operations. Crushing will be enlarged at Eastern plants, when Argentine seed becomes available and what seed there is left in the Northwest will likely be steered in the direction of Minneapolis.

The week's closing price range was as follows:—

	Cash.	Dec.	May.
Saturday	$2.12½	$1.98½	$2.00½
Monday	2.12	1.98	2.00½
Tuesday	...	1.98	1.98½
Wednesday	2.07¼	1.95¼	1.97½
Thursday	2.06	1.94	1.97¼
Friday	2.05¼	1.93¼	1.96¾

Crop movement in bushels as follows:—

	Receipts 1937.	Receipts 1936.	Shipments 1937.	Shipments 1936.
This week..	86,700	172,960	30,780	....
Since Sept. 1...	2,571,000	905,720	237,980	230,080

WINNIPEG, Nov. 5.—Trading in flaxseed futures continued along narrow lines. Prices were irregular. The week's closing range was as follows:—

	Cash.	Dec.	May.
Saturday	$1.80½	$1.77	$1.76
Monday	...	1.76	1.75
Tuesday	...	1.76	1.75
Wednesday	1.74¾	1.72½	1.71
Thursday	1.74¾	1.72¼	1.70¾
Friday	1.74¼	1.72	1.70

BUENOS AIRES, Nov. 5.—Opening prices per bushel on November contracts were:—

	Last week.	Last year.
Saturday	$1.39¼	$1.15⅞
Monday	*	1.15⅞
Tuesday	1.37¾	1.15⅞
Wednesday	1.37¾	1.15⅞
Thursday	1.37⅝	1.15⅝
Friday	1.32½	1.15⅞

* Holiday.

Exports

To—	Last week.	Previous week.	Last year.
United States	79,000	535,000	83,000
United Kingdom	.....	.....	.....
Continent	783,000	543,000	350,000
Orders	524,000	713,000	323,000
Others	.....	.....	20,000
Totals	1,386,000	1,791,000	776,000

Since January 1

To—	This year.	Last year.
United States	22,884,000	11,934,000
United Kingdom	508,000	843,000
Continent	19,869,000	24,636,000
Orders	16,451,000	11,986,000
Others	5,187,000	2,633,000
Totals	64,899,000	52,032,000

Visible Supply

	Bushels.
Last week	2,802,000
Previous week	2,756,000
Last year	3,937,000

INDIA.—Exports of flaxseed from India last week were as follows:—

To—	Last week.	Previous week.	Last year.
United Kingdom	32,000	112,000	8,000
Continent	.....	.....	16,000
Others	.....	.....	.....
Totals	32,000	112,000	24,000

Since April 1—	This year.	Last year.
United Kingdom	5,915,000	6,760,000
Continent	244,000	808,000
Others	856,000	328,000
Totals	7,015,000	7,896,000

HULL, Nov. 5.—Quotations on flaxseed were:—

	La Plata.	Bombay.
Saturday	£13½	£15½
Monday	13¼	15⅞
Tuesday	13¼	15⅝
Wednesday	13⅛	15½
Thursday	12⅞	15½
Friday	12⅞	15½

Linseed Oil.—An easier tone developed, this being a reflection of a downward trend in flaxseed prices in foreign and domestic markets. The weakness in the Buenos Aires seed market was attributed to the recent increase in the government estimate of the crop for this season though the indicated yield is only slightly above the current year.

Oil quotations were reduced 2-10c. to the basis of 10.2c. per pound for tankcars, the usual differential prevailing for oil in cooperage. There was a steady movement into consuming channels on unfilled contracts, but new business remained quiet, the more favorable crop news from Argentina and a downward trend in the markets for other oils making consumers inclined to hold off.

Demand for cash flaxseed in northwestern markets was less active, but offerings were generally light or moderate and cash premiums over futures remained high. Trading in seed futures was quieter, owing to the change for the better in Argentina crop prospects. On weak spots crushers and cash interests were credited with purchases.

The exportable surplus in Argentina during the coming season, in the opinion of some, is not likely to exceed the supply for the current season, with the possibility that it may be smaller. From January 1 to November 5 this year the exports from that country for all destinations have amounted to 64,899,000 bushels against 52,032,000 bushels in the same time last season.

Receipts of flaxseed at New York last week were 364,393 bushels.

Trading in linseed oil futures on the New York Produce Exchange from October 30 to November 5, inclusive, comprised three contracts, a total of 180,000 pounds. Following is a price record for the week:—

	Cents per pound in tanks High.	Low.	Close.
March	9.85	9.85	9.20@9.60
December	9.75	9.65	9.25@9.70

MINNEAPOLIS, Nov. 5.—Oil trade continued dull and featureless through the week and there was no volume at all. Buyers generally showed a lack of confidence and refused to take more than required during the immediate future. There was a little small lot trade and none at all in round lots for deferred shipment. Buyers are using up oil contracted for previously and because of unsettled political and economic conditions refuse to commit themselves for the future.

Shipping instructions continue good and crushers are unable to pile up any reserve because they are only running 50 percent. of capacity. All of the oil made goes into immediate consumption. Most of the crushers have plenty of contracts and plenty of instructions.

The matter of getting raw material will be the main influence locally. Cash flax is not coming to market at all freely and according to reports a large share of the crop has been marketed. This leaves little hope of piling up a reserve and if the farmers do not market steadily crushing operations will be curtailed further.

Quotations on carload lots f.o.b. Minneapolis, cooperage, 11c. per pound, warehouse lots 11.4c. per pound, tankcar lots 10.4c. per pound.

Shipments of oil in pounds were as follows:—

	1937.	1936.
This week	587,415	1,122,698
Since Sept. 1	14,479,989	8,749,981

CHICAGO, Nov. 5.—Purchases of linseed oil remain rather limited in the case of individual orders, but the aggregate amount of business is sufficient to account for a fairly good total. Ruling prices are: —Tankcar, 10.4c. per pound; car lots, 11c.; less than car lots 11.4c.

SAN FRANCISCO, Nov. 3.—Linseed oil has been very quiet. Quoted:—Tankcars, 10.6c. per pound; drum car lots ex mill, 11.2c.; drum lots ex warehouse, 11.6c.

LONDON, Nov. 5.—Quotations on linseed oil were:—

	Per cwt. s.	d.
Saturday	28	1½
Monday	28	4½
Tuesday	28	0
Wednesday	27	10½
Thursday	27	7½
Friday	27	7½

Cake and Meal.—Weakness in flaxseed was reflected in an easier market for cake and meal, the former being reduced 50c. and the latter $1.50 per ton. There was a fair export movement of cake. Domestic trade in meal was slow.

MINNEAPOLIS, Nov. 5.—Demand for meal remains good and local crushers are geting orders from all over the country. Territory being served is the widest in a good long time because of export trade from the East. Local crushers are shipping meals as far south as Texas, as far west as Idaho and far into what is ordinarily regarded as "eastern territory." There is no round lot buying at the moment but the large number of buyers look after daily offers promptly.

Quotations on carload lots, f.o.b. Minneapolis, 100-pound sacks, $35 to $35.50 per ton.

Shipments of meal in pounds were as follows:—

	1937.	1936.
This week	4,967,936	2,836,230
Since Sept. 1	47,399,056	17,470,618

CHICAGO, Nov. 5.—Feeders have been taking a fairly good amount of linseed meal. Ruling prices are:—Round lots, $33 to $34 per ton; car lots, $34; less than car lots, $36 to $36.50.

Cottonseed Oil

Changes in refined cottonseed oil prices were moderate. Southern mar-

Current prices on animal, vegetable, and fish oils (under Oil), fats, and greases (under Grease) are given in the alphabetical list of prices beginning on page 7

kets for crude oil and cake and meal were generally steady.

Cottonseed Oil.—The market for refined oil futures remained closed last Tuesday, a legal holiday, and trading on other days of the week was comparatively quiet. There was a disposition among some local and outside traders to await further developments in the cotton crop situation and in political affairs as well as in securities and other commodities before adding materially to their commitments on either side of the market. The fact that two important government reports, one an estimate of the cotton crop, and the other the monthly cottonseed report, will be published in the near future also had a tendency to make some traders curtail operations.

In such circumstances fluctuations in prices were within moderate limits. Local and other trades were disposed to sell at times on a downward trend in cotton as a result of bearish crop news. There was also some selling of cottonseed oil attributed to foreign interests against purchases of cotton. A cotton crop estimate published by a local business newspaper put the indicated yield as of November 1 at 18,109,000 bales. This compared with an estimate from the same source a month earlier of 17,250,000 bales, and with the government estimate for October of 17,573,000 bales. On soft spots local traders bought for quick turns on the long side and there was buying of the winter months by commission houses.

Southern markets for crude oil were generally steady. Offerings were reported as light owing to disappointingly small receipts of seed. Farmers were said to be holding seed in the expectation of higher prices later on. Demand for cash oil and lard compound was reported as fairly active. Estimates of the consumption of cottonseed oil in October in some instances were from 425,000 to 450,000 barrels. In September the consumption was 394,499 barrels while in October last year it was 252,780 barrels. Marketing of hogs failed to show the increase that some had expected. Arrivals in the principal western centers for three days of the week aggregated 121,300 head against 164,600 head in the same time last year. Stocks of lard in Chicago decreased 18,058,984 pounds during the second half of October, making a total decrease for the month of 29,470,860 pounds against a decrease of only 366,105 pounds in the same month last year. Supplies in that market at the close of October were only 20,266,717 pounds against 62,335,664 pounds a year ago.

According to an offcial report the number of hogs slaughtered in the 1937-38 marketing year which began October 1, probably will be somewhat smaller than in 1936-37. The average hog weights this year, however, are expected to be heavier and the increase in weights will largely offset the reduction in the slaughter. The number of pigs raised in 1938 will be considerably larger than in 1937, but this increase will not be reflected in larger slaughter until late in 1938 and 1939.

Trading in bleachable prime summer yellow cottonseed oil futures on the New York Produce Exchange from October 30 to November 5, inclusive, comprised 531 contracts, a total of 31,860,000 pounds. Following is a price record for the week:—

	Cents per pound in tanks— High.	Low.	Close.
January	7.22	7.13	7.15@7.18
March	7.28	7.14	7.19@7.20
May	7.32	7.19	7.25 sale
December	7.21	7.12	7.15@7.17

Crude, Southeast, 6.12½c.

Chicago, Nov. 5.—The cottonseed oil market has been quiet and about steady. Buyers have been taking their time in the matter of placing orders, but in the aggregate there is a fair volume of business, it is reported. Good, off-Summer, yellow fig oil is quoted at 7⅝c. per pound. Refined, edible oil is 9c. to 9¼c. per pound, barrels, car lots; and 9½c. to 9¾c., barrels, less than car lots.

Hull, Nov. 5.—Quotations on cottonseed oil were:—

	Refined. Per cwt. s.	d.	Egyptian crude. Per cwt. s.	d.
Saturday	23	6	20	6
Monday	23	6	20	6
Tuesday	23	6	20	6
Wednesday	23	6	20	6
Thursday	23	6	20	6
Friday	23	6	20	6

Cake and Meal.—Southern markets were genearlly steady or firm. Offerings for prompt and nearby shipment were light. The domestic and export inquiry for cake was reported as good.

Markets at Other Centers

Atlanta, Nov. 3.—Difficulty in getting farmers to sell seed has resulted in a scarcity of meal and an advance in price of $1 to $2 per ton. Farmers are reported withholding seed in the hope that the government will develop some way to increase the price.

Oil is slightly stronger and is now hovering around 6c. per pound for prime crude.

Weather conditions have not been favorable for harvesting but recent days have improved the situation. In the eastern part of the cotton belt it will not matter very much about the weather any longer, since the crop is harvested.

Quotations of this market are as follows:—

OIL.—Prime crude, 6c. per pound.

MEAL.—Seven percent grade at $22 to $23 per ton, mill points.

HULLS.—Loose, $6 per ton.

Memphis, Nov. 5.—A few tanks of crude cottonseed oil sold this week at 6½c. Today 6c. bid. Buyers and sellers are indifferent. Mills are hoping that after the government starts buying contracts, crude oil will do better. Meal steady; 41 percent $22.50 per ton, Memphis basis; cake $20.50, Valley basis. Meal demand throughout October was exceptionally good and the government consumption report, due November 12, is expected to show a record meal consumption for the month. Weather generally fair and cotton is being rapidly gathered, the work having been completed in some sections.

Closing cottonseed meal quotations on the Memphis exchange were as follows:—

	October 28.	November 4.
December	$21.80@—	$21.20@—
January	21.25@—	20.30@20.55
March	21.00@—	20.25@—
May	—@—	19.85@20.50

Animal Oils

Lard.—The market was easier, selling schedules being reduced ½c. to ¼c. per pound by producers owing to lessened cost of raw material. Purchasing was generally limited to unimportant quantities.

Neatsfoot.—Consumers were not disposed to anticipate and purchasing was generally confined to moderate quantities, the call for such lots being fair. Cold test was advanced ½c., while other grades were reduced ¼c. to ½c.

Oleo.—Quotations were stationary, the figures apparently being more or less nominal. Supplies on spot were said to be small. There was a fair inquiry.

Tallow.—Previous quotations remained in effect, the tone of the market being steady. Business was quiet.

Markets at Other Centers

Chicago, Nov. 5.—The animal oil market is quiet, with buyers slow to come in for additional supplies.

LARD.—No. 1, 10¼c. to 10¾c. per pound.
OLEO.—No. 2, 12c. to 12¼c. per pound.
TALLOW.—Acidless, 9¼c. to 9¾c. per pound, tanks; 10¼c. to 10½c., drums.

Fish Oils

Cod.—The position of Norwegian oil abroad was reported as steadier, with offerings light. Aside from this there was an absence of new developments. The local market was quiet.

Menhaden.—A steady tone prevailed in the local market for refined oil, selling schedules being held at former levels. There was apparently little change in the attitude of consumers, buying interest still apparently being limited to comparatively small or moderate quantities to fill current needs. Crude was quiet in the primary market where offerings continued to be reported as lacking. Reports concerning fishing operations remained unfavorable.

Sardine.—Refined quotations were unchanged, the tone of the market being steady. There was a fair inquiry from local and other buyers though consumers showed little disposition to purchase ahead. Crude was quiet and steady on the coast.

Sperm.—A steady tone prevailed, quotations being held at former levels. Business was of a routine character.

Markets at Other Centers

San Francisco, Nov. 3.—Marketing operations in California sardine oil were resumed in a small way last week, when, with the situation revealing no change from a level established some weeks ago, a small lot of tankcars moved here a few days ago at 35c. per gallon. Trading was not spirited; a routine turnover was the only thing seen. There still remains some interest on the part of buyers at this figure and more trading at that level is likely to result. Sellers are merely standing by, now and then placing a little oil on the market, which may or may not find a buyer, according to who is in the picture at the moment. The large soapers have so far this season stayed away, feeling the prices have been too high.

Fishing conditions have picked up some. October figures are not entirely in as yet, officials of the Fish & Game Commission said today, but a calculation as of November 29 revealed that 103,153 tons of raw sardines had been turned into the shore plants from the start of the season in August, compared with 149,014 tons for a like period last year. This brings the present catch up to about 69 percent of last year's for the same period against an approximate 50 percent, as seen a month or so back. Floating reduction operations are not considered in the tonnage figures, because the "floaters" do not answer to Fish & Game officials, and it is difficult to get a definite line on their operations, but it is figured that the five plants operating at sea off this coast are meeting substantially the same conditions in the matter of getting fish as are the shore plants.

Meantime, the industry in Southern California, with some 13 shore plants open, swung into the current season with the official opening there on November 1. Small catches of fish have been turned in, but it is too early as yet to forecast the seasonal possibilities.

Baltimore, Nov. 3.—The larger vessels of the menhaden fishing fleet down the lower Chesapeake Bay within the last few days did better in making hauls than prior to that time. The fish have begun to move South and this has enabled the fleet off the Virginia Capes especially to make some additions to the stocks of oil, and encouraged the fishing companies to keep up the work for another week. The smaller vessels have cut out, but the others feel that they can make operations for the next seven days or so pay. The fish are in better condition, yielding a fair amount of oil, though no one expects that the business booked early in the season on a when-and-if-made basis can be covered. Being thus short of their orders, the fishing companies do not make any tenders of oil or give out figures at which they would be induced to take on commitments. Potential buyers, of course, would take any stocks of oil around 35c. per gallon, but entertain little or no hope of locating supplies. The season as a whole has proved disappointing because of the relative scarcity of fish and their poor condition.

Fats and Greases

Grease.—The market retained a steady tone, and quotations underwent little change. There were reports of a somewhat better inquiry for small quantities.

Lard.—Consumers did not show much disposition to anticipate but there was a fair demand for moderate quantities. Export trade was reported as quiet. Changes in quotations were moderate. The tone of the Chicago market for hogs was steadier. Marketing of hogs was lighter than at this time last year although the movement was larger than recently.

Tallow.—Quiet conditions prevailed much of the time although inquiries were not lacking. Large consumers were generally inclined to hold off for further developments, however, and such transactions as were reported were limited to small quantities. Offerings were light and the market apparently had a steady tone.

Trading in tallow futures on the New York Produce Exchange from October 30 to November 5, inclusive, comprised 3 contracts, a total of 180,000 pounds. Following is a price record for the week:—

	Cents per pound in tanks— High.	Low.	Close.
January	...	...	6.60@6.80
March	6.63	6.63	6.50@6.59

Markets at Other Centers

Chicago, Nov. 5.—The statistical position of lard has improved considerably of late, but the cash lard market is reflecting no great amount of change. Buyers are rather non-committal in their attitude. Shipping trade is reported fair.

The range of lard quotations from the opening Saturday, October 30, to the close Friday, November 5, is shown in the following table:—

	Per 100 pounds— Open.	High.	Low.	Close.	Previous Friday.
Cash	$9.37	$10.00	$9.37	$10.00	$9.37
Jan.	9.40	9.62	9.35	9.55	9.37
May	9.55	9.57	9.50	9.52	9.55

TALLOWS (tierces).—Edible, 7c. to 7¼c. per pound; prime, 6½c. to 6¾c.; fancy, 6¼c. to 6½c.; special, 5½c. to 5¾c.; No. 1, 5½c. to 5¾c.

STEARINS (barrels).—Prime oleo, 8⅝c. to 8¾c. per pound; lard, packages, 10¼c. to 10½c.; A white grease, 7c. to 7¼c.; yellow grease, 5¾c. to 6c.; extra oleo stocks, 12¼c. to 12½c.; No. 2 stocks, 11½c. to 12c.

Liverpool, Nov. 5.—Quotations per cwt. on refined American lard were as follows:—

	Spot. s.	d.	Nov. s.	d.	Dec. s.	d.	Jan. s.	d.
Saturday	60	6	51	6	51	0	51	0
Monday	60	0	52	0	51	3	51	0
Tuesday	60	0	51	6	51	0	50	9
Wednesday	60	6	52	0	51	6	51	3
Thursday	61	0	52	9	52	3	51	6
Friday	61	0	52	6	51	6	51	6

Liverpool, Nov. 5.—Quotations per cwt. on tallow were as follows:—

	Choice. s.	d.	Fine, good mixed. s.	d.
Saturday	22	9	22	3
Monday	22	9	22	3
Tuesday	22	9	22	3
Wednesday	22	9	22	3
Thursday	22	9	22	3
Friday	22	9	22	3

Fatty Acids

Red Oil.—The market retained a steady tone in the absence of any further change in the position of basic material. Business lacked snap but there was a fair demand from local and other consumers.

Stearic Acid.—There was no broadening of business. Inquiries were received in a fair volume but consumers showed little disposition to purchase ahead. The market was steady on the basis of previous quotations.

Markets at Other Centers

Chicago, Nov. 5.—The fatty acids market continues quiet, with few changes of importance noted. Most of the selling prices as quoted currently are about unchanged from preceding levels.

FATTY ACIDS.—Corn oil, double distilled, 7¼c. to 7¾c. per pound, tankcar; 7¾c. to 8¼c., barrels, car lots; 8¼c. to 8¾c., barrels, less than car lots; coconut oil, acidulated, 7¾c. to 8¼c. per pound, car lots, mostly nominal; 8¼c. to 8¾c., barrels, car lots; 8¾c. to 9¼c., barrels, less than car lots; cottonseed oil, double distilled, 7c. to 7½c. per pound, tankcar; 7½c. to 8c., barrels, car lots; 8c. to 8½c., barrels, less than car lots; settled cottonseed soap stock, 60-62 percent basis, 2⅞c. to 3c.; boiled down soap stock, 65 percent basis, 3⅞c. to 4c.; cottonseed foots, 50 percent basis, 1¼c. to 1½c.

STEARIC ACID.—Distilled, single press, 11c. to 12c. per pound; double press, 11½c. to 12½c.; triple press, 14¼c. to 15¼c.; saponified, ¼c. higher.

RED OILS.—Distilled or saponified, drums, 10¼c. to 11¼c. per pound; barrels, 10⅜c. to 11⅜c.

Waxes

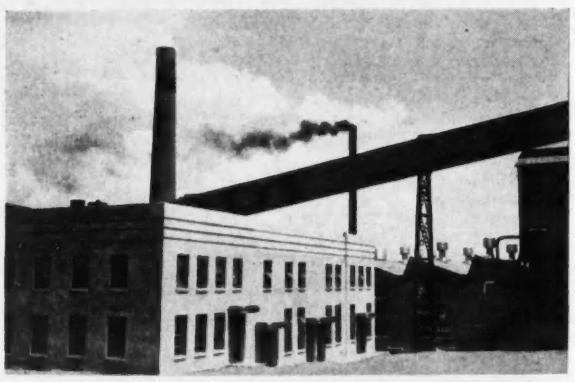
Candelilla.—Quotations were lower at 14½c. to 15c. per pound in car lot quantities, and 15c. to 16c. in less than car lot amounts. Excitement caused by the impost of a 5c. per pound tax has subsided and turned the spot easier to the extent that open quotations at the close of the period appeared to be subject to further shading. Some sellers said that the tax has yet to be added to the export price of the item.

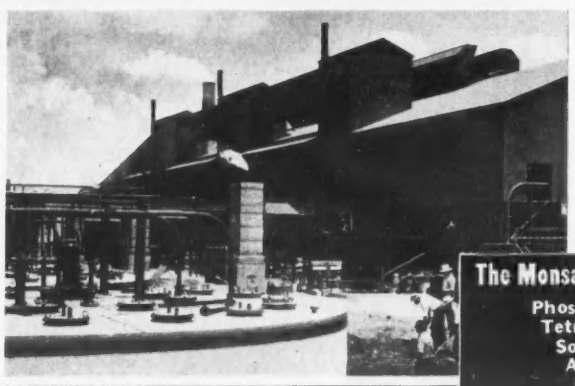
Carnauba.—With an occasional exception, importers and dealers on spot reported the market as being very quiet throughout the past week. Absence of trading had led to private shading of quotations with the intent of stimulating buyers to more activity, but numerour factors declared that it would be impossible to buy in Brazil at prices low enough to warrant those quoted for spot goods in quarters where it seemed likely that a short position was being taken on the market. An element of strength was to be found in the fact that stocks of No. 3 North Country wax were small enough to result in an increase in business between dealers. Prices on that grade were ½c. higher at 35½c. to 36c. per pound in ton lots; 5 bag lots, 36c. to 36½c.; 1 bag lots, 36½c. to 37c. Other varieties were free of price change.

Current prices on animal, vegetable, and fish oils (under Oil), fats, and greases (under Grease) are given in the alphabetical list of prices beginning on page 7

KOSTER KEUNEN BEESWAX
IMPORT Established 1931 EXPORT
Inspect our sunbleachery and our stock of over half a million pounds
SAYVILLE, N. Y.—about 50 miles from New York City

SUN BLEACHED
Beehive Brand BEESWAX • Finest Quality • Guaranteed Pure
WILL & BAUMER CANDLE CO., INC.
Dept. E 12 Syracuse, N. Y.
Established 1855
Spermaceti Red Oil Glycerine
Ceresine Stearic Acid
WARRANTED PURE BEES WAX





Monsanto's

NEW TENNESSEE PLANT IS NATIONS LARGEST PRODUCER OF PHOSPHORUS

Provides New Standard of Purity for Production of

PHOSPHORIC ACID and PHOSPHATES

FROM the mine thru the electric furnaces, this new plant at Monsanto, Tennessee, represents an outstanding scientific and engineering achievement. Now in full production, this plant is making high grade Phosphorus, which is used by other Monsanto plants for the production of pure Phosphoric Acid and Phosphate Compounds and Products.

This quality, built in "from the ground up"—is reflected in your own finished products when you use Monsanto Acids and Phosphates.

Monsanto Chemical Company
ST. LOUIS, U.S.A.

30 Rockefeller Plaza, NEW YORK
Tribune Tower, CHICAGO
Everett Station, BOSTON
Brown Marx Bldg., BIRMINGHAM
Johnston Building, CHARLOTTE
Midland Building, CLEVELAND
373 Brannan Street, SAN FRANCISCO
378 St. Paul St., West, MONTREAL

The Monsanto List of Phosphorus Compounds and Products Includes:

Phosphoric Acid
Tetra Phosphoric Acid
Sodium Phosphates
Ammonium Phosphates
Calcium Phosphates
Phosphorus Trichloride
Phosphorus Oxychloride
Tricresyl Phosphate
Triphenyl Phosphate
Triethyl Phosphate
Phosphorus Pentoxide

Drugs, Fine Chemicals

Glycerin Prices Reduced Substantially—Acetanilide in Fine Demand At Higher Quotations—Corn Syrup Down Sharply—Alcohol Call Broadens—Quicksilver Lacks Further Drop

Demand for drugs and fine chemicals of seasonal importance was reported to be very good last week. Jobbers and distributors, as well as manufacturers, were busy covering at least part of their early Winter requirements and the total volume of trade in such materials was broadening. Other articles appeared to be mainly steady, although the call was conservative and fre from signs of early expansion. Prices in general were on the firm side.

A sharp rise in the quotations on acetanilide came at midweek. Such an advance had not been entirely unforecast in the recent past; consumption of the article has gained heavily in the past several months because of its use in the manufacture of sulfanilamide. Acetylicsalicylic acid was firm at the recent advance and demand was active.

Weakness came to the corn syrup market because of the very sharp decline in corn prices on the grain market, the result of a bumper crop of grain. The market remained easy following the reduction.

Chemically pure and dynamite glycerin quotations were down substantially and the market was only moderately steady following the movement. Crude was generally lower in keeping with a not expansive call for domestic and foreign materials. Quicksilver remained free of further decline, though the position was still on the easy side. Mercurials held unchanged and apparently steady.

Menthol was lower and slower. Stocks were expected to gain because of the pending arrival of fairly large supplies. Methanol moved well to distributors of antifreeze material, and at firm prices. Tincture of iodine was reduced by keener competition.

Acetanilide.—An advance in price which did not come as a surprise placed quotations at a minimum of 30c. per pound. As to quantity, and packing, the range was to 32c. Demand for the article has been heavy for a number of months, especially since the sharp rise in consumption of sulfanilamide. Business continued to be very active.

Acetphenetidin.—Seasonal requirements took fair sized quantities from the producers and created undertones that were additionally firm throughout the past week. Prices were very steady.

Acid, Boric.—A new contract period is virtually at hand and finds the market in fairly firm position. Business during the past six months has been considered to be generally good and a liberal covering of requirements was expected to develop promptly.

Acid, Citric.—Routine demand that made a normally small total volume of sales prevailed last week. Prices seemed to be steady and the market was apparently somewhat less competitive than it had been recently.

Acid, Lactic.—The movement of U.S.P. acid was generally fair in volume and values showed stability throughout the past week. Stocks were said to be ample in all directions.

Acid, Pyrogallic.—No further rise in values has taken place and to some extent the market was reported to be less subject to the currents that were productive of an advance not so long ago. The situation was one of firmness in all respects.

Acid, Tannic.—Business was fairly active and had a steady quality that reacted favorably on prices by aiding them to remain in very firm position. Production costs were maintained by the high cost of raw material that was productive of an advance in quotations some time back.

Agar.—Business was not exceptionally active but the market remained firm in undertone because of the well held prices for goods still in the primary market. Local stocks seemed sufficient to meet the current volume of demand for some time to come.

Alcohol.—Much of the current market activity was caused by the need to distribute completely denatured alcohol broadly for the purpose of meeting the sudden rise in demand sure to come with the arrival of sustained freezing weather. There has already developed a wider movement to ultimate consumers and hence the rising sales by jobbing interests have found reflection in activity noted among the producers. Prices were generally well maintained, being aided in that respect by the substantial sales already made.

Aloin.—Reports regarding raw material suggested that the drought might make the 1938 crop late. The market for derived material was strongly placed on the basis of the recent advance and the situation was not likely to change in the very nearby future.

Bismuth Metal and Salts.—Movement into consumption was steady and the market had a steady undertone last week. Prices were well maintained so far as salts were concerned, and the metal certainly lacked any signs of pending unsettlement.

Caffeine.—Prices were fully firm. Very good demand for citrated material was in line with normal developments at this season of the year. Hydrobromide moved in conventional fashion.

Camphor Monobromated.—Seasonal interest has been somewhat slow in developing along broader lines, but the market last week was reported as more active on the basis of very firm prices.

Castor Oil.—Business was fair but little better than it had been in recent weeks. The call had a steady quality that kept sales volume in fair comparison with that in recent weeks. Pricewise, the situation seemed to be exceptionally steady.

CHICAGO, Nov. 4.—Castor oil is moving fairly well. A routine type of activity is reported in the market. Ruling prices are:—No. 1, drums, car lots, 10⅞c. per pound; drums, less than car lots, 12c.; barrels, car lots, 11⅛c.; barrels, less than car lots, 12¼c.; five-gallon tins, 13¼c.; one-gallon tins, 15¼c.; No. 3, drums, car lots, 10⅜c.; drums, less than car lots, 11½c.; barrels, car lots, 10⅝c.; barrels, less than car lots, 11¾c.

Corn Syrup.—A further and very sharp drop in prices brought 42 degree syrup to the basis of $3.41 per 100 pounds; 43 degree, $3.45. The decline was caused by the continued reduction in prices in the grain market.

Ephedrine.—The market was practically nominal. Not that stocks were exhausted; numerous suppliers were carrying moderate quantities. But they were also selling only in small lots, restricting sales to regular buyers and confining them to a few ounces at a time. Of course, the situation traces back to the manufacturers' inability to secure shipments of raw material from China.

Gelatin.—Business has been considerably slower for some time past, and during the past quarter production, stocks, imports, and exports were all under those of the second quarter of the year. They were, however, substantially ahead of the figures for the corresponding quarter a year ago. Production and other data on edible gelatin for the third quarter of 1937, compared with preceding quarters, have been released by the Bureau of the Census, Department of Commerce. The data were reported by 11 manufacturers, operating 11 plants in Illinois,

Price Changes

Prices were changed during the past week as follows:—

Advanced

Acetanilide, 5c. per lb.

Reduced

Corn syrup, 42 degrees, 20c. per 100 lbs.
43 degrees, 20c. per 100 lbs.
Glycerin, c.p., 2c. per lb.
dynamite, 2c. per lb.
soaplye, 1½c. per lb.
saponification, 1½c. per lb.
Iodine, tincture, 10c. per gal.
Menthol, 5c. per lb.

Comparative Values

Index numbers compiled from thirty-five typical drugs and fine chemicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
183.0	**183.0**	**182.6**	**179.8**

Market news that may have developed after this report was sent to press will be found on page 4.

Current prices on drugs and fine chemicals are given in the alphabetical list of prices beginning on page 7

MILK SUGAR
(LACTOSE)
Produced at Our Gustine, Cal. Plant
Powdered — Impalpable
Highest Quality — Best Prices
SMITH, KLINE & FRENCH LABORATORIES
109-115 North Fifth Street
PHILADELPHIA
"When you think of MILK SUGAR think of S-K-F"

HEYDEN
fine chemicals
FORMALDEHYDE
PARA FORMALDEHYDE
HEXAMETHYLENETETRAMINE
Acetyl Salicylic Acid
Salicylic Acid
Sodium Salicylate
Methyl Salicylate
Minor Salicylates
Guaiacol
Creosote
Guaiacol Carbonate
Creosote Carbonate
Potassium Guaiacol Sulfonate
Benzoate of Soda
Benzyl Chloride
Benzoic Acid
Benzaldehyde
Bromides
Silver Proteins
Glycerophosphates
FINE HEYDEN CHEMICALS
HEYDEN CHEMICAL CORP.
50 UNION SQUARE NEW YORK, N.Y.
CHICAGO BRANCH: 180 N. WACKER DRIVE
factories: GARFIELD, N.J. - PERTH AMBOY, N.J.

PROCTER & GAMBLE
Largest Producers and Refiners of
CHEMICALLY PURE GLYCERINE
U.S.P.
Packed in drums and cans
Also other grades—Stocks in principal cities
Gwynne Building, Cincinnati, Ohio
205 East 42nd Street, New York City

TARTARS
WILLIAM NEUBERG, Inc., 441 Lexington Ave., NEW YORK, N.Y.
MUrray Hill 6-1990

PLYMOUTH BRANDS
STEARATES - ZINC - MAGNESIA
WHITE MINERAL OILS U. S. P. and TECHNICAL
Manufacturers and Importers for thirty years
M. W. PARSONS, Import: & PLYMOUTH ORGANIC LABORATORIES, Inc.
55 ANN STREET, NEW YORK CITY

BLOCKS "PATTINSON'S" ALL SIZES
LIGHT MAGNESIUM CARBONATE U. S. P.
COLLOIDAL KAOLIN
MAGNESIUM OXIDE
MAGNESIUM CARBONATE
MAGNESIUM HYDROXIDE
MAGNESIUM TRISILICATE
(IN BULK AND IN TINS)
SCHOFIELD-DONALD COMPANY
Incorporated
CHEMICALS
154 NASSAU STREET NEW YORK

VIKING
Petroleum Solvents
PENTANE
HEXANE HEPTANE
PETROLEUM ETHER
LIGROIN BENZINE
LOW COST - HIGH QUALITY
Special Solvents for Specific Purposes
VIKING DISTRIBUTING CO.
K.V. BLDG. CHARLESTON, W.VA.

MILK SUGAR
NATIONAL BRAND
National Brand Sugar of Milk has been the standard of Quality the world over since 1883.
Powdered Granular
Impalpable
NATIONAL MILK SUGAR CO., Inc.
350 Madison Avenue, New York, N. Y.

RUSSIAN WHITE MINERAL OILS
Genuine Imported U. S. P.
FLAG BRAND
All Viscosities
WHITE OILS
TECHNICAL WHITE OILS FOR INDUSTRIAL USE
NAPHTHENIC ACID SLUDGE . . . NAPHTHENIC SOAP
S. Schwabacher & Co., Inc., 25 BEAVER STREET NEW YORK

Eastman
SILVER NITRATE
. . . OF EXCEPTIONAL PURITY—now available from the same stocks which are required to meet exacting photographic specifications.
. . . FROM FRESH STOCKS—which are assured for immediate shipment by continuous daily production.
Information and quotations will be furnished upon request. Eastman Kodak Co., Chemical Sales Division, Rochester, N. Y.
Eastman Tested Chemicals

Massachusetts, Michigan, New Jersey, New York, and Wisconsin. Import and export data, compiled by the Department of Commerce is also shown:—

	Pounds	
	1937.	1936.
Production:—		
First quarter	6,311,018	5,596,515
Second quarter	6,126,624	5,656,122
Third quarter	4,312,401	3,701,135
Stocks:—		
First quarter	8,200,088	8,589,942
Second quarter	8,420,595	8,853,192
Third quarter	7,549,615	7,316,574
Imports:—		
First quarter	*1,176,469	496,370
Second quarter	1,484,451	809,314
Third quarter	1,835,868	700,293
Exports:—		
First quarter	36,202	37,338
Second quarter	133,145	83,849
Third quarter	81,498	52,569

* Revised.

Glycerin.—Refiners reduced quotations 2c. per pound on chemically pure and high gravity materials. C. p., was established at 19½c. per pound in car lots, drums, and at 20c. on less than car lots. The price for goods in cans ranged 21½c. to 22. High gravity glycerin prices were identical with those on c.p. Soaplye was quoted 13c., and saponification 14½c. At present prices foreign refined material has no price advantage over the domestic material and hence movement of the home product is encouraged.

CHICAGO, Nov. 4.—Prices were reduced to the following basis:—Chemically, pure, car lots, drums, 19½c. per pound; less than car lots, 20c.; cans, less than car lots, 21½c to 23c.; dynamite, 19½c.

Menthol.—Demand has subsided somewhat, the recent influx of prompt delivery request having been filled on the basis of then rising prices. Values were lower last week. Stocks were still conservative in size but some substantial quantities were said to be fairly nearby but afloat. Prices were $3.40 to $3.50 per pound.

Mercurials.—The lower prices recently established on quicksilver remained unchanged last week without having affected the official schedule quoted on mercurials. The market might be called potentially easier in view of the raw material situation but the leading suppliers hope to maintain present quotations.

Methanol.—Sales of antifreeze material reached good sized volume and such business was expected to continue expansion with the approaching season of largest consumption. Prices have strengthened considerably under the influence of the improved movement.

Quicksilver.—The market had an easy undertone but it was lacking in further price change last week and some reports suggested that a steadier situation might be developing. Foreign metal was available in quantities apparently meeting the needs of its users, and there seemed to be a fair quantity of domestic production in store.

SAN FRANCISCO, Nov. 3.—There has been a little improvement in buying in the quicksilver market, but prices had to recede prior to this interest developing. Parcels have been moving out of here for the East Coast at levels in the neighborhood of $86 per flask; in some cases just a shade lower is being considered.

Quinine.—Interest shown in this item was seasonal in kind and size. Movement was very good and took place on the basis of prices said to be firm and well maintained by both domestic and foreign producers. The outlook for business during the next quarter was said to be very good.

Salol.—Most of the activity, which was fairly substantial, was of the seasonal variety present in the market most years at this time. Business was done under conditions declared to be basically firm and free from even potentially unsettling influences.

Silver Nitrate.—The schedule of prices since the last report prevailed as follows, covering quantities of 100 ounces, small lots from 1c. to 2c. more per ounce, and quantities of 500 ounces are quoted at about 1c. less. Comparison of prices of bullion in New York and London are also provided.

	Per ounce		
		Bullion	
	Nitrate.	New York.	London.
	Cents.	Cents.	Pence.
Saturday	32⅝	44⅝	19⅞
Monday	32⅝	44⅝	19⅞
Tuesday	32⅝	44⅝	19⅛
Wednesday	32⅝	44⅝	19⅞
Thursday	32⅝	44⅝	19⅛
Friday	32⅝	44⅝	19⅛

Terpin Hydrate.—Although demand was not large, it was seasonally more active and the market had a steady quality most of the time. Raw material was very cheap and production costs have been reduced considerably.

Baltimore Drug Bowlers

The first round of the tournament of the Baltimore Drug Trade Bowling League was completed, November 1, with the Armstrong Cork Company in first place and with Jahries, of McCormick & Co., having to his credit the high individual game, 266 points, and also holding the high individual set with 639 points. The honor of the high team set goes to Bromo-Seltzer with 2,876 points, and this quintet also claims the high team game with 1,040.

The standing of the teams follows:—

	W.	L.	P.C.	Av.
Armstrong Cork Co.	17	4	.810	915.6
Bromo-Seltzer Co.	16	5	.762	900.2
McCormick & Co.	14	7	.667	909.2
Penn-Maryland Co.	10	11	.476	868.1
Fort Howard Co.	8	13	.381	858.5
Maryland Dry Dock Co.	8	13	.381	827.2
Noxzema Chemical Co.	8	13	.381	851.4
Glenn Martin Co.	3	18	.143	814.7

J. J. B. Fulenwider has been named an assistant to M. G. Milliken, general manager of the cellulose products department of the Hercules Powder Company, Wilmington, Del. He will head up the department's program on new products, including "Tornesit," ethyl cellulose, and cellulose acetate.

SOLVENTS—CHEMICALS AND FINE ALCOHOLS
COMMERCIAL SOLVENTS CORPORATION
NEW YORK CENTRAL BUILDING, NEW YORK, N. Y.

PRIVATE FORMULA WORK
EMOLLIENTS
You can do a million dollars in yearly business without owning a single machine or the employment of labor. Let us outline our methods that set you free from all production worries. Confidential and complete service. Conveniently located in the Metropolitan District. Preliminary consultation places you under no obligation, of course.
Also Headquarters for Drugs, Chemicals, Essential Oils, and Allied Products.
EHRMANN-STRAUSS CO., Inc.
202 W. Houston Street, New York
"IF IT'S A DRUG · WE HAVE IT"

Carey PRODUCTS
Carbonate of Magnesia
Oxide of Magnesia
U. S. P. and Technical Grades
THE PHILIP CAREY CO.
Dependable Products Since 1873
LOCKLAND, CINCINNATI, OHIO

F.D.A. Makes Report On 1937 Activities

(Continued from page 3)

effort to stop the use of teaseed oil as an adulterant of olive oil.

Under the naval stores act eighty-four samples of turpentine and competing thinners were examined. Five citations were issued, and two prosecutions were started, one of which resulted in the imposition of a "substantial fine."

A total of 1,165 rosin certificates and 28 turpentine certificates were issued during the year; 103 samples of turpentine were specially analyzed; and fifteen drums of rosin were specially investigated for a consumer. Work on rosin standards progressed, and a new method of physical examination of turpentine and rosin was tentatively developed.

During the year the office examined 1,540 batches of coaltar food colors, produced by thirty-one concerns. Three batches of straight dyes, six of repacked straight dyes, and sixteen of mixtures were refused certification.

Drug Law Revision

In comment on the pending efforts to revise the food and drugs act Mr. Campbell's report says:—

As in the three preceding years, legislative efforts have been continued during the year just past for a more adequate food and drug law. Senate bill 5, introduced on January 6, 1937, was passed by the senate on March 9. This bill proposes a comprehensive revision of the present food and drugs act. Other bills of similar character are H. R. 300 and H. R. 5286. H. R. 5854 is designed to amend the Federal Trade Commission act by authorizing specific control under that act of false advertising of foods, drugs, therapeutic devices and cosmetics.

At the close of the fiscal year all these measures were pending before the house committee on interstate and foreign commerce. The principal issues involved in the situation at that time were:

1. Should seizure action to prevent distribution to consumers of a misbranded product be limited, pending court trial of the case, to a single interstate shipment of that article, or should the authority contained in the present law to seize all such shipments be continued?

2. Should seizure cases be tried, as provided by the present law, where the goods are seized, before the courts and juries of the consuming areas where the goods are intended for distribution, or should the law be changed to authorize the case to be removed to the place from which the goods were shipped and there tried before the courts and juries of producing areas?

3. Should the misbranding provision of the present law, which prohibits labeling that is "false or misleading in any particular," be retained, or should the standard of truthfulness thus imposed be changed to ban labels only when "misleading in a material respect"?

4. Should false advertising of foods, drugs, therapeutic devices and cosmetics be controlled through injunctions and cease-and-desist orders, which carry no penalty for the initial offense or for subsequent offenses up until the date the injunction or order becomes effective, or should a deterrent to the commission of these offenses be set up by providing penalties for their initial commission?

The significance of these questions is slowly becoming more widely understood. Opinion on the merits of the issues is becoming more definitely crystallized. The fight will be continued until a measure fully adequate to consumer protection has ben enacted.

S.B. Penick & Co. Adds Three to Its Personnel

Three additions have been made to the staff employed by S. B. Penick & Co., botanical drugs, insecticides, and vitamin concentrates, this city.

C. S. Dyas has been appointed director of the South Elgin, Ill., plant of the company, recently acquired by its purchase of the Murray & Nickell Manufacturing Company. Mr. Dyas has had twenty-five years activity in production and analytical work, is a graduate of Northwestern University, and has received wide recognition for his accomplishments in the fields of production and research. Chief among his interests has been the manufacture of active principles from crude botanical drugs.

Cady S. Corl has been appointed to the technical and production staff in connection with the manufacture of pyrethrum extract. He was the co-author of "Studies on Pyrethrum Flowers," published in the journal of the American Chemical Society in 1929 and 1930 by Gnadinger and Corl. Mr. Corl was graduated from the University of Minnesota in 1921, and from 1921 to 1926 was assistant chemist of the Minnesota Dairy and Food Department. Later, he was assistant chemist with the Great Northern Railroad Company. His new duties include giving technical advice to makers of pyrethrum insecticide products.

Heinrich Bruggemann has been engaged as the company's general representative in Latin America. He has been a representative of Schimmel & Co., essential oils and aromatic chemicals, for nearly thirty-five years in Latin American countries, which representation he will retain while also serving the Penick interests.

Dr. R.A. Cain Joins Sharp & Dohme Staff

Sharp & Dohme, Philadelphia, reports the addition to its laboratory staff of Dr. Russell A. Cain, Ph.C., B.S., M.S., Ph.D., Seattle, Wash., prominently known in pharmaceutical circles. He will assist Charles C. Neal in the direction of all activities in connection with laboratory and product control, safety systems, etc. He will also aid Mr. Neal in his activities in connection with the contact committee and the catalogue simplification committee of the American Drug Manufacturers Association, and the auxiliary committee of the National Formulary on tablets, fluid extracts, tinctures, etc.

Dr. Cain goes to Sharp & Dohme from the University of Washington, where, as instructor and later as assistant professor of pharmacy, he has been teaching pharmaceutical chemistry. He published several papers on alkaloids and volatile oils while engaged in research at the university. He also served as assistant State chemist of Washington from 1925 to 1929. Dr. Cain is a member of numerous pharmaceutical groups, including the American Pharmaceutical Association and the Washington State Pharmaceutical Association, as well as being an auxiliary member of the N.F. Revision Committee and the U.S.P. Revision Committee.

Hoffmann-La Roche to Make Hormone Products

Hoffmann-La Roche, Inc., Nutley, N. J., has announced the formation of the Roche-Organon Company, a new company which will undertake the manufacture and distribution of "Organon" hormone products in America. For the immediate present, "Organon" hormone products will be manufactured in the laboratories of Hoffmann-La Roche, at Nutley, where space will also be provided for the commercial and other departments of the new company. It is expected that in time a separate plant for the new company will be erected adjoining the Hoffmann-La Roche buildings. The Organon Company of Holland and Hoffmann-La Roche will continue as separate entities and the new Roche-Organon Company will be their joint subsidiary.

Elmer H. Bobst, president of Hoffmann-La Roche, will also be president of the new Roche-Organon Company. He recently returned from Holland where he attended to final details of the new organization.

The Organon Company of Holland is said to enjoy an enviable reputation abroad for its hormone products which include "Di Menformon," "Progresterone," "Neo-Hombreol," "Pregnyl," "Cortin," and antianemic liver and stomach preparations. The company's scientific advisor, Professor Laqueur, is also director of the pharmacological laboratory of the University of Amsterdam and president of the university.

Pepsodent Co. Changes

Charles Luckman, formerly vice president in charge of sales of the Pepsodent Company, has been appointed vice president in charge of sales and advertising.

Effective November 1, Stuart Sherman resigned as vice president in charge of advertising and sales promotion.

Malcolm Hart, formerly assistant sales manager, has been appointed sales manager, and J. Baxter Gardner, formerly assistant advertising manager, has been appointed advertising manager.

Pharmagel

a new and improved stabilizer for emulsions, liquids and lotions. Developed as the result of intensive scientific research over a period of years, "Pharmagel,—The Improved Gelatin," has brought about new and more effective methods of product formulation and manufacture.

"Pharmagel"—more thorough emulsification; odorless and tasteless; permissible in pharmaceutical preparations intended for internal use (U.S.P. XI). It may be used in "oil in water" emulsions, making low viscosity emulsions from highly viscous oils. It reveals properties and advantages of a superior nature, and may be used with slightly acid solutions; with waxes, fats and oils. It is new, effective, economical and easily handled. Its properties as a stabilizer make your products more stable and palatable, smoother, and less viscous.

Send now for complete literature and a sample of this product. Manufacturers may obtain a sample of an emulsion made with "Pharmagel," on request.

EDIBLE *Gelatin* MANUFACTURERS' RESEARCH SOCIETY OF AMERICA, Inc.
55 West 42nd Street New York, N.Y.

Members of the Society: American Agricultural Chemical Co. . . Atlantic Gelatine Co. . . Eastman Gelatine Co. . . Kind and Knox Gelatin Co. . . Milligan and Higgins Corp. . . Swift and Company . . U-Cop-Co Division of Wilson and Co.

Address all requests for information to the Society

The INITIAL SOURCE OF SUPPLY *for* HYDRASTIS (GOLDEN SEAL ROOT)

Fresh Golden Seal berries from which seeds are removed by washing and screening.

Preparing the beds for planting. Soil is scientifically fertilized and then pulverized to a depth of Twelve inches.

Almost a mile of irrigation trough carries the tremendous quantities of water essential to the proper growth of the Golden Seal plant.

Our recently announced purchase of the Skagit Valley Golden Seal Company represents an important development in our service to users of botanical drugs throughout the world.

The Skagit Valley Golden Seal Company has been unique throughout its history. Producer of a substantial portion of the average annual crop, it is the only Golden Seal project of its kind in existence.

Equally interesting is its scientific background. The late Mr. J. J. Maurer, who began the farm in 1900, was a Government scientist who resigned his position to establish this enterprise. The site was carefully selected, after a thorough survey, as the best adapted in the United States.

For thirty-seven years, the farm has been continuously operated under expert supervision and enjoys the benefit of these years of highly specialized research. As a result, Skagit Valley Golden Seal Root is of the highest possible quality. It runs above the average in alkaloidal content, is remarkably uniform, and clean.

Through our ownership, we offer a permanent, dependable source of supply for the highest quality Golden Seal Root. Our mills turn out Granulations, Powders and special millings, while our laboratories produce Hydrastine Alkaloid and salts of exceptional purity.

We will be glad to supply full details of the production, present market conditions, and future prospects of this important drug to the manufacturing trade.

Telegraph or write for quotations

Seed beds ready for straw covering necessary for winter protection. Note lattice roof over entire farm to provide 50% shading.

After several transplantings over a period of five years, the Golden Seal plants are ready for harvesting and washing.

S. B. PENICK & COMPANY

132 NASSAU STREET, NEW YORK

1228 WEST KINZIE STREET, CHICAGO

THE WORLD'S LARGEST BOTANICAL DRUG HOUSE

Botanical Drugs, Gums

Price Advances Resumed in Medicinal Items as Undercurrents Gain Strength—Subnormal Stocks Cause Higher Replacement Costs—Digitalis Strictly Nominal—Skunk Cabbage Scarce

Medicinal crude drugs resumed the upward trend of prices that had been the principal feature of the market for about three months. A lull in the rising tide of prices had prevailed in the past few weeks but during that period absence of reactionary influences on values was conspicuous evidence of the basic strength of the medicinal botanical market. The resumption of upward price trend disclosed a rising line formed by moderate increases in quotations asked on the spot. Nothing sensational attached to the movement but it was distinctly in line with the probabilities forecast by the basic conditions underlying the market.

The strength of the market is in the absence of normal reserves. In but a few items are the stocks what they should be at this season of the year. Collections failed to reach normal size by a fairly wide margin and that condition was said to apply to many foreign botanicals as well as to most domestic items. In addition to this has been the exceptionally active buying of stocks in foreign markets, the volume of which has been far greater over the past two months than would have been the case in most years.

Entries of botanicals at the port of New York since the week of January 1, 1937, the detentions of these items by the Department of Agriculture because of the presence of matter rendering them unfit for human consumption were:—

	Bags	
	Detained.	Entered.
Anise	2,951	16,560
Caraway	2,936	17,761
Cardamom (cases)	61	1,747
Celery	591	7,029
Coriander	9,599	14,511
Cumin	2,178	7,455
Digitalis leaves (cases)	143	227
Dill	184	647
Fennel	480	2,464
Henbane leaves (bales)	141	359
Mustard	330	24,944
Poppy	1,760	42,781
Sage leaves (bales)	20	2,417
Sesame	228	12,616
Stramonium (bales)	242	412
Thyme (bales)	670	1,451
Totals	22,493	152,442

Price Changes

Prices were changed during the past week as follows:—

Advanced

Aletris root, 3c. per lb.
Anise, Spanish, ¼c. per lb.
Areca nuts, powdered, 3c. per lb.
Balm of Gilead buds, 2c. per lb.
Beth root, 2c. per lb.
Cumin seed, Algerian, ¼c. per lb.
Digitalis leaves, 25c. per lb.
Fir balsam, Canada, $3 per gal.
Galangal root, 1c. per lb.
Hempseed, 1½c. per lb.
Horehound herb, 2c. per lb.
Mustard seed, California, brown, ¼c. per lb.
Danish yellow, ¼c. per lb.
Poppy flowers, red, 15c. per lb.
Rapeseed, Dutch, ¼c. per lb.
Japanese, ¼c. per lb.
Sage, Dalmatian, ½c. per lb.
Sassafras bark, ordinary, 1c. per lb.
Savory, ½c. per lb.
Serpentaria root, 3c. per lb.
Skullcap, eastern, 5c. per lb.
western, 1c. per lb.
Skunk cabbage root, 3c. per lb.
Thyme, ½c. per lb.

Reduced

Canary seed, Argentina, ⅛c. per lb.
Morocco, ⅛c. per lb.
Turkish, ⅛c. per lb.
Caraway seed, ¼c. per lb.
Cassia, shortstick, 1c. per lb.
Celery seed, French, ¼c. per lb.
India, ¼c. per lb.
Colombo root, 2c. per lb.
Coriander seed, natural, ¼c. per lb.
bleached, ½c. per lb.
Fir balsam, Oregon, 5c. per lb.
Ginger root, African, ½c. per lb.
Pepper, black, Alleppy, ¼c. per lb.
Lampong, ½c. per lb.
Tellicherry, ¼c. per lb.
Peru balsam, 13c. per lb.
Sunflower seed, California, large, ½c. per lb.
small, ¼c. per lb.
poultry, ½c. per lb.
Vanilla beans, Bourbon, 50c. per lb.
Mexican, whole, 25c. per lb.
cuts, 20c. per lb.
South American, 25c. per lb.

Comparative Values

Index numbers compiled from forty typical botanicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
139.5	139.3	139.7	109.7

Market news that may have developed after this report was sent to press will be found on page 4.

Balsams

Copaiba.—Business was slow to quiet with orders being confined to small quantities of prompt delivery merchandise. Undertones were easier and some reported a tendency toward shading of open quotations when firm orders were in sight.

Fir.—A sudden shortage of Canadian balsam caused a sharp advance in price to the minimum basis of $11 per gallon. It was hard to get further supplies. Oregon balsam was easier at $1.55 per gallon.

Peru.—A considerable drop in replacement cost was reflected in the decline of spot quotations to the minimum basis of 87c per pound.

Barks

Barberry.—A steady market position was reported. Because of the recently higher replacement cost of root bark, spot quotations were well maintained on the basis of the late advance. Tree bark continued to gain in firmness but lacked development in price.

Cascara Sagrada.—Based on demand in recent weeks, it seemed to be apparent that stocks in the primary market will have cared for consuming requirements with little difficulty. The market had a quiet undertone in the far West as well as on spot and very little was done during the period under review.

Elm.—Demand was very good and buyers found sellers carrying moderate stocks that were high in value and strongly maintained in all quarters. The outlook favored continued call in excellent volume.

Sassafras.—Ordinary bark was advanced to 13c. to 15c. per pound, being the first change to take place in some time. Select bark held very firm and as demand will broaden soon after the turn of the year, if the usual development is experienced, dealers looked forward to a long period of firm prices.

Wild Cherry.—Movement was gaining slowly but steadily and with the improvement in demand from manufacturing consumers came a firming of prices within the entire group. Indications were that it would be a good year in this item.

Beans

St. Ignatius.—The market was understocked and hence held in strong price position notwithstanding the absence of more than occasional demand for the item.

Vanilla.—Prices were lowered once more, reflecting the easing of replacement costs coincident with the marketing of new crop French beans. Bourbons were repriced at $3.50 to $4 per pound; Mexican, whole, $4.25 to $4.50; cuts, $4. to $4.25; South American, $4 to $4.25. Sales were light under the influence of the declining market and sellers appeared disposed to hold aloof pending further developments.

Berries

Fish.—Not more than jobbing interest has been shown in this item for a long time and no improvement in the call was reported last week. Prices remained steady, however, in line with an absence of weakness in the primary market.

Sloe.—These berries were slow last week. Prices were also low and favorable and most dealers were of the opinion that they would remain so for the immediate future.

Flowers

Clover.—The advances in price recently reported were strengthened and made fast by very good consuming requests last week. The replacement market was well maintained at the higher levels recently established by export business done with this country.

Elder.—Both bright and dark flowers were subject to fair call, although it varied considerably from day-to-day. Pricewise, the market remained very steady.

Poppy.—Quotations were higher at 65c. to 70c. per pound and the item appeared to be in comparatively low supply. Also, it was hard to get abroad where values were also on the rise.

Safflower.—Jobbing business was fairly good but larger transactions were lacking on the whole. Quotations were steady to firm most of the time.

Saffron.—Sales of Spanish material were confined mostly to single pound lots and there was none too much of that sort of business current last week. Prices were slightly easier, according to some firsthands in the item. Mexican goods were steady but lacking in change.

Gums

Arabic.—The market was generally easier and certainly more competitive than it had been. Prices were softer and, while lacking in definite change last week, they were subject to quiet shading from time to time and in accordance with the importance of prevailing inquiry.

Benzoin.—The market has returned to a routine affair since the abandonment of the U.S.P. test for rosin made it possible for a normal reserve stock of Sumatra gum to be carried on this market. Demand was moderate to fair with volume being up to that in recent periods.

Camphor.—Business continued to be very good. Seasonable consumption of the material has kept movement active from sellers to buyers and on the whole the market showed a deal of strength and stability throughout the past week.

Guaiac.—Inquiry improved but it was not clear that actual sales gained during the past week. Prices were quiet and, on the whole, were considered to be distinctly favorable for buyers with firm orders to place.

Olibanum.—Business was fair and improving, according to local dealers. Incense manufacturers were preparing for a wider call for their products with the approach of the holiday season. Prices on gum were steady.

Current prices on botanical drugs and spices are given in the alphabetical list of prices beginning on page 7

TESTED BOTANICALLY
HOPKINS BRAND
TESTED CHEMICALLY
CRUDE DRUGS
TESTED MICROSCOPICALLY
TESTED PHYSIOLOGICALLY

Day in and day out, our laboratories endless tests insure that high quality in the Crude Drugs we supply for which they are respected by manufacturers everywhere. Much of our quality control comes from being (for more than 45 years) FIRST HAND IMPORTERS AND SUPPLIERS in all Foreign and Domestic Crude Drugs. We import from every important shipping point in the world. Our mills and warehouses are within a few minutes' trucking distance of the docks at which our botanical crude drug imports land. Almost immediately upon unloading at our plants and warehouses, each shipment received undergoes a "third degree" of its own, in which Botanical, Chemical, Microscopic and Biologic tests determine conformity with our standards. Milling is done to any degree of fineness specified. Shipments are speeded to you from stocks continually prime, fresh, wholesome

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PYRETHRUM • REDRATSQUIL • DERRIS • CUBE
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Finest Ground PYRETHRUM AND DERRIS POWDERS in the world
These powders contain more killing particles. More effective — more economical. Write for further information.
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STANDARDIZED PYRETHRUM AND DERRIS PRODUCTS

Herbs and Leaves

Digitalis. — Practically nothing was being offered on the spot and a nominal market at 60c. per pound for whole leaves corresponded with some firm business that was done in powder at 70c. per pound. Goods were available abroad but the experience of most importers this year has been that arrivals were rejected because of a too high moisture content.

Horehound.—Sales were made at 15c. to 16c. per pound and this was fully in line with what has been paid already in the primary market where a strong undercurrent has swept values steadily higher.

Peppermint.—Imported goods were advanced to 38c. to 40c. per pound and held strong to firm under fair interest on the part of buyers. Domestic goods were firmer but lacking in change.

Sage.—Dalmatian stemless material brought 6½c. to 7c. per pound in a normally active market last week. The garden variety of this item was also in good demand at firm prices.

Savory.—More inquiry and sales forced a rise to 8c. to 8½c. per pound and the market closed very firm on the basis of a not too ample spot stock of the material.

Skullcap.—Price trend in recent weeks has been reversed and during the period just ended sales of eastern material were made at the higher level of 30c. to 35c. per pound; western, 18c. to 20c. A reversal of declining prices in the primary market assisted the local movement.

Thyme.—Good business was done at an advance to 20c. to 21c. per pound for good quality material. Stocks were closely held and on the whole sellers were reserved in offering and conservative as regards how much they would sell to any one buyer.

Miscellaneous

Areca Nuts.—Powder was advanced to 14c. to 15c. per pound. No more reasonably priced material was forthcoming from the primary market. In fact, quotations there have been advanced almost 100 percent within a comparahively short time.

Balm of Gilead Buds.—Quotations were raised to 40c. to 45c. per pound, although some dealers refused orders tendered at less than the higher figure quoted. Stocks of well dried material were running down.

Guarana.—Not a great deal of this article was sold last week, but that which did move to buyers did so on the basis of prices fully firm in all respects. Stocks were conservative in all directions.

Kamala.—Undercurrents were very steady and values were distinctly firm in the absence of anything resembling important competition in this market. Stocks were less than normal in size and replacement costs were still being well maintained.

Manna.—The firmer market developed at the source in recent weeks has not changed. Conditions indicated that some success was attending the attempts of the Italian government to control quality and support prices to the end that the synthetic product might not eventually drive natural manna out of the market.

Roots

Aletris.—Under collection continued to affect the value of this material. Quotations were advanced further last week and values stood on the higher basis of 43c. to 45c. per pound throughout the week.

Beth.—Sales have been effective at 16c. to 18c. per pound and all dealers were taking a stronger view on the market because of the replacement position of the material.

Colombo.—Stocks have returned to this market, but demand has left. Hence, prices continued to work in favor of potential buyers. During the past week quotations were 18c. to 20c. per pound, being a drop of 2c. per pound in the item.

Galangal. — Replacement was not readily to be achieved as shipments from the source were highly uncertain. Prices were advanced to 10c. to 11c. per pound, in order to protect dealers who were highly uncertain concerning the future replenishment of supplies.

Serpentaria.—The several advanced in recent weeks were extended last week and sales were made at 95c. to $1 per pound in a market said not to hold normal reserves of the material. Collection was poor this year and hence sellers were reserved.

Skunk Cabbage.—The article was hard to get and sellers were forced to advance prices because of the uncertainty surrounding the future stocks of the item. The market rose to 18c. to 20c. per pound.

Seeds

Canary.—Local competition brought shading of prices to the basis of 4.90c. to 5.25c. per pound on all three varieties of this material.

Caraway.—Demand tapered off substantially and quotations dropped to 7⅛c. to 7⅜c. per pound in a very quiet market. Values in Holland were also somewhat more attractive.

Celery.—Business was slower here and prices reacted downward to 16½c. to 17c. per pound for French, and to 14½c. to 15c. for the produce of India. Competition was also somewhat more active in France.

Coriander. — Buyers were mainly aloof from the market and a more active competition resulted in quotations being reduced to 7c. to 7½c. per pound for natural, and to 8¼c. to 8½c. for the bleached seed. Supplies were in fair shape.

Hemp.—Sterilized seed was offered at the higher level of 6¼c. to 6½c. per pound because of the added cost to produce an article which can be sold legally in this country.

Sunflower.—Offerings of new crop seed were more abundant and at prices favorable for buyers with firm orders in hand. The market was 5½c. to 6c. per pound for large seed; small, 5¼c. to 5¾c.; poultry grade, 4½c. to 5c.

Spices

Cassia.—Only the price of shortstick was changed last week, that item registering a decline to the basis of 12¾c. to 13c. per pound. Batavia and China cassia remained firm at the recent advances. Buds were still virtually clear of spot stocks.

Ginger.—African root was shaded to 15c. to 15½c. per pound. Jamaica and Cochin roots remained firm in price, but were not sought for aggressively by buyers during the period under review.

Nutmegs.—A market of steady undertone and generally firm prices prevailed on the spot. Buyers bought mostly against the needs of the immediate future. Much of the business done was of jobbing order.

Pepper.—Lampong black pepper was a small fraction lower at 5⅛c. to 5¼c. per pound. Alleppy was also shaded to 9c. to 9¼c. Tellicherry was off to the basis of 9c. to 9¼c. Prospects for a large crop have weakened world markets. No change in white or red pepper prices were made.

Trading in black pepper futures on the New York Produce Exchange from October 30 to November 5, inclusive, comprised 24 contracts, a total of 806,400 pounds. Following is a price record for the week:—

	Cents per pound		
	High.	Low.	Close.
March	4.95	4.95	5.02@5.15
July	5.30	5.15	5.22@5.32
December	4.85	4.85	4.80@5.00

Wedgwood Club Has Outing

The members of the Wedgwood Club, which is made up of pharmacists and members of allied activities, journeyed out to Brendel's Park on the Frederick Road, a suburban place near Baltimore, October 28, for an afternoon and evening of fun and recreation. During the afternoon sandwiches, raw oysters and other refreshments were served, and later on an excellent dinner was provided. The entire time was given over to the lighter side of life, business being cast aside. The arrangements were made by a committee which included G. E. Wolf, C. P. Sohn and X. C. L. Armstrong.

Sharp & Dohme Sales Club of Baltimore, at its monthly meeting October 30, heard addresses by Dr. P. K. Dozois, of the Baltimore office, who spoke on bacteriology and biological products, and by Lee S. Gulick, Eastern sales manager, who went over from Philadelphia, to tell about the progress made by the Baltimore division in the last year. H. K. Mundorf, sales manager of the Baltimore division, presided.

London Drug and Oil Data

The following shows stocks in London public warehouses at September 30, 1937 and 1936, also the goods taken into and out of those premises in the month of September, 1937:—

	Landed.	Delivery.	Stocks 1937.	Stocks 1936.
Shellac, orange, cs.	1,231	2,763	141,310	125,191
garnet, cs.	140	247	980	972
button, cs.	240	331	1,070	1,056
Totals	1,611	3,341	143,360	127,219
Quinine sulphate, lbs.	2,000	2,000	...	...
Cinchona bark, South American, cs.	...	...	...	...
bales, etc.	...	...	...	...
East India, Ceylon, and Java, cs.	...	...	...	...
bales, etc.	199	59	412	445
Totals	199	59	412	445
Aloe, cwts.	...	93	154	219
Anise, Star, cwts.	90	34	125	81
Arrowroot, bbls.	675	491	2,320	2,079
boxes and tins	...	...	...	...
Balsam, cwts.	73	30	138	111
Cascara sagrada, tons	45	32	85	45
Tanners' bark, tons	...	...	...	...
Beeswax, pkgs.	1,827	1,397	4,116	2,519
Japan wax, cs., etc.	104	167	*233	297
Camphor, pkgs.	90	67	312	381
Cardamom, cwts.	14	72	289	264
Cochineal, bgs.	140	78	96	61
Coculus indicus, bgs.	...	...	...	...
Colombo root, bgs.	840	223	678	5
Cubeb, bgs.	...	...	11	5
Dragon's blood, cs.	...	4	158	162
Nutgalls, China and Japan, cs.	...	...	886	580
Turkey and Persian, bgs.	14	6	243	152
Gum, ammoniac, pkgs.	...	...	38	27
animi, pkgs.	40	74	598	417
copal, pkgs.	2,819	2,769	13,898	17,957
arabic, all descriptions, pkgs.	1,024	2,284	19,400	11,923
asafetida, cwts.	...	11	492	447
benzoin, cwts.	11	56	746	814
dammar, pkgs.	1,496	1,190	5,924	6,018
gamboge, cwts.	...	2	48	29
guaiac, cwts.	...	4	30	117
elemi, pkgs.	...	...	...	...
kauri, tons, net	107	66	271	199
mastic, pkgs.	25	31	61	79
myrrh, East India, pkgs.	...	17	18	85
olibanum, pkgs.	...	52	210	245
sandarac, pkgs.	32	34	221	124
tragacanth	245	668	3,321	4,247
Ipecac, Mattogrosso, cwts.	181	56	151	
Other sorts, cwts.	20	7	60	260
Jalap, cwts.	64	21	64	13
Myrobalans, tons	...	...	2	2
Nux vomica, cwts.	200	205	224	...
Oils, castor, cwts.	561	566	170	77
palm, tons	...	...	...	...
coconut, tons	137	142	10	32
olive, csks., etc.	622	540	862	926
tanise, cwts.	23	40	17	14
†cassia, cwts.	4	6	14	2
Graphite, tons	84	101	12	72
Rhubarb, Chinese rhapontica, cwts.	87	104	291	315
Saltpeter, tons	...	...	8	1
Soda nitrate, tons	...	326	2,105	1,939
Sarsaparilla, cwts.	84	38	257	338
Senna, bls.	222	368	2,659	3,527
Sticklac, cs.	170	571	2,083	2,202
Gambier, tons	18	16	6	*6
Cutch, tons	2	2	7	5
Turmeric, Bengal, tons	7	...	22	78
Madras, Cochin, etc., tons	49	54	93	174
Total tons	56	54	115	252

* Revised figure.
† Stocks at certain wharves not included.

McNabb, T.C. Counsel, Retires After 58 Years

(Continued from page 5)

questions of construction and procedure arose in administration of the law. Mr. McNabb's legal advice in the new field withstood the test of numerous court contests, some of which were carried on up to the Supreme Court of the United States itself.

Mr. McNabb's knowledge and experience enabled the commission soon to place before the congress the first complete revision of the procedural laws embodied in the tariff acts and elsewhere since 1799. This report of the commission became the basis of the revised administrative provisions enacted in the Tariff Act of 1922 and re-enacted with some changes in 1930.

As a tribute to his outstanding record, Mr. McNabb was tendered a testimonial luncheon at the Willard hotel, Washington, November 3. Sidney Morgan, secretary of the Tariff Commission, presided, and introduced the speakers:—Harry B. Mitchell, president of the Civil Service Commission; W. R. Johnson, chief counsel of the Bureau of Customs; Raymond B. Stevens, chairman of the Tariff Commission, and E. M. Whitcomb, chief of the commission's technical service. Mrs. McNabb was one of the honor guests and received a basket of flowers.

Lysol Limited, London, which carries on the manufacture and sale of Lehn & Fink specialties in the United Kingdom, the British colonies, and Japan, reports that Richard Siller has resigned the managing directorship of Lysol Limited and its associated companies, but retains his seat on the board of directors. He has been associated with the Lehn & Fink group of companies for more than forty years, of which sixteen years have been spent in England, and is now taking a rest with no definite plans for the future. Jack W. Bray, jr., has joined the board and succeeds Mr. Siller as managing director.

Current prices on botanical drugs and spices are given in the alphabetical list of prices beginning on page 7

AS CONTRACT TIME Approaches

From year to year at this time there is a growing disposition—a healthy resolve—among consumers of Chemicals in bulk toward the adoption of ISCO Chemicals as a standard for Industrial and kindred purposes.

In addition—and supporting testimony to a sustained uniformity of the products we offer, whether manufactured in our own plants or selected from other established sources — there comes to us throughout the year evidence of a sincere regard for the highly developed elements of SERVICE shared by all who entrust their Chemical and Allied Products requirements to our care.

There is no *seasonal* exercise of ISCO SERVICE—it is *perennial!* However, we remind you of the rapidly approaching Contract Season.

Let us quote on your requirements.

GUMS
FORMIC ACID
EPSOM SALTS
ZINC CHLORIDE
BICHROMATES (Soda and Potash)
TALC
SILICA
WAXES
NAPHTHALENE (Flake or Ball)
SODA ASH
SULPHATE OF SODA
ZINC OXIDE
CAUSTIC SODA
CAUSTIC POTASH
CARBONATE OF POTASH
CHLORIDE OF LIME
IRON CHLORIDE
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Essential Oils, Aromatic Chemicals

Anise and Cassia Reduced but Market Remains Largely Nominal —Erigeron Up Sharply on Small Crop—Messina Lemon Down—Wormseed Lower—Almond Off

Business continued to be moderate to light in the market for essential oils and aromatic chemicals. While it was fair in volume when compared with that a year ago, it was still under the totals reached in the midyear period and on the whole the market seemed to have developed a somewhat easier undertone as the result of the increase in competition. Values were somewhat softer and there was a tendency to yield somewhat when buyers submitted reasonable bids under competitive circumstances.

Citrous oils continued to show unsettlement in prices. Messina lemon was definitely lower, while orange tended downward under light demand. Domestic oils were also on the easier side, though further declines in prices were avoided. An influence at this time is the fact that new crop is pending in practically all markets. A revision of bergamot consortium regulations was reported to have been made and details were expected shortly.

Almond oil—the sweet variety—was lower since stocks were somewhat improved. Anise and cassia were still nominal but open quotations were somewhat lower notwithstanding the fact that dealers were reserved and disposed to sell only small quantities to regular customers. Wormseed was down, the movement being a reflection of new crop influence. Erigeron was up sharply in keeping with a severe drop in production. Peppermint and spearmint seemed to be steadier at the recent declines in prices.

Price Changes

Prices were changed during the past week as follows:—

Advanced

Erigeron, 40c. per lb.

Reduced

Almond, sweet, 5c. per lb.
Anise, 10c. per lb.
Cassia, 5c. per lb.
Lemon, Messina, 15c. per lb.
Wormseed, 15c. per lb.

Comparative Values

Index numbers compiled from twenty typical essential oils on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
78.2	78.6	81.2	72.8

Market news that may have developed after this report was sent to press will be found on page 4.

Essential Oils

Almond.—Sweet oil was lower at 70c. to 75c. per pound under the pressure caused by increasing competition in a market of not substantial consuming requirements at this time.

Angelica.—Fair trade was noted, volume being about even with that noted in recent weeks. Prices were firm here because of the total absence of unsettlement in the foreign source of supply.

Anise.—Prices were lowered to the basis of $1.35 per pound notwithstanding a total absence of shipment offerings from the source. Dealers were still selling only small quantities to regular customers.

Bergamot.—Reports were current to the effect that details of the amended regulations of the bergamot consortium in Italy were expected to be made known shortly. It has been felt for some time that the old regulations had resulted in a decrease of export business and that the carryover this year will be relatively heavy. Too high prices have prevailed, in the opinion of some actively engaged in the sale of this item to soap manufacturers.

Birch Tar.—A well stabilized spot market prevailed last week. Demand was moderate to fair but consisted mainly of business coming from consumers in relatively small quantities. Values were steady.

Cajeput.—Routine business current last week suggested that jobbing requirements of buyers had gained somewhat. The undertone of the market was steady and prices were well held everywhere.

Camphor.—Business was rather quiet but it was sufficient to check any further recession in spot quotations. Manufacturing consumers appeared to be carrying a fair stock against present needs. Replacement market conditions were about firm.

Caraway.—Undertones were very firm. Cost of oil in Europe has been well maintained for a long time and conditions do not forecast any easier turn in the near future. Locally, a fair demand came from day-to-day and prices were well held.

Cassia.—The market was lowered to $1.25 per pound. That was a nominal price as offerings from the source were few and far between. Dealers were still conservative in their offerings, oftentimes confining sales to regular buyers.

Cedarleaf.—Firm prices prevailed, being in line on spot with those prevailing at the source of supply. Slightly more inquiry was noted and the market as a whole seemed to be moderately improved.

Citronella.—The market was quiet, steady even though demand for prompt delivery parcels was not better than fair. The steady character of the market reflected the maintenance of values at the sources of supply, and a fair import business was done.

Clove.—A wider call for small lots was noted. Also, tenders under contracts were being accepted with a fair degree of promptness. Raw material remained steady in price and found reflection in the unchanged quotations on the oil.

Coriander.—High prices have effectively curtailed consumption of this item and as no increase in shipments from Europe appears likely, a virtually nominal spot market was expected to continue on the basis of exceptionally high quotations.

Cubeb.—Firm prices prevailed and a fair market for the article acted to the end that stability continued undisturbed in local circles. The call was about normal, it was said.

Erigeron.—The production was very small this year and hence prices at the beginning of the new consuming season are strongly maintained. The carryover was relatively small, which was fortunate because it has been said that the article does not keep well. Prices were higher at $2.40 to $2.50 per pound.

Eucalyptus.—Consumption by manufacturers was said to be running to an excellent poundage and the entire market was notable for firm prices and relatively strong undertones. Much of the oil coming forward has been sold into consumption.

Geranium.—Talk of higher prices has been heard but the movement has yet to develop in local circles. The market was firmer, however, in sympathy with the stronger undercurrents prevailing in the primary markets.

Grapefruit.—The new crop season is not far off but as yet the producers have given little evidence concerning the prospective production this year. A fair carryover at steady prices was available last week but the call was comparatively light.

Juniper.—The movement was very steady but not productive of larger volume. It was well up to limits recently prevailing and the market reflected the fairly satisfactory condition by holding firm as to price.

Lemon.—Prices on Italian oil have been reduced to the basis of $2.40 to $2.75 per pound. California oil lacked quotable change but a movement in favor of buyers would be in line if the producers follow the policy pursued in recent weeks. New crop season is at the door and a digest of pre-production reports suggest the probable production of close to normal quantities in Europe.

Lime.—No further weakening of prices has developed but the market

Current prices on essential oils and aromatic chemicals are given in the alphabetical list of prices beginning on page 7

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was still the subject to sharp competition offered by Mexican oil. Demand was somewhat less active than it had been.

Mustard. — Artificial oil was very firm based on its present higher replacement cost that resulted from a higher duty being assessed. Demand for the oil was routine and somewhat under the normal call for this material.

Orange.—Prices lacked further change but they were on the easy side because of an absence of substantial demand at this time, as well as for the reason that the new production season is not so very far away abroad and in this country. Conditions favored buyers.

Palmarosa. — No further decline in price took place but the market was competitive to an extent greater than had prevailed in the not far distant past. Buyers were mainly aloof pending further developments in the primary market.

Peppermint.—The spot market price movement appeared to have run its limit. Values were close to replacement cost in the middlewest; too close, according to some who asserted that a warranted profit was not procurable from sales made and prices current on the spot at this time. Values were distinctly low and favorable for buyers with firm business to place.

Spearmint.—A steadier market has come since the recent downward revision in spot quotations. Sellers resisted attempts of buyers to bid for supplies; they maintained their price views steadily and the result was a market of fairly firm undertones.

Wormseed.—New crop marketing has been done under the influence of somewhat lower prices in the country. The result on spot last week was a reduction in quotations to the basis of $2.40 to $2.50 per pound. Recovery was expected to reach prices when substantial export interest shall develop.

Aromatic Chemicals

Anethol. — Undertones remained steady and prices held firm notwithstanding the spot quotations on the raw material were slightly lower last week. Absolutely no improvement in the outlook for getting normal shipments of raw material from the primary market were noted and the position of oil on spot was nominal. It costs no more to make anethol today than it has for some time past.

Anisic Aldehyde.—The market was substantially firm in all respects and in view of the still blocked market on raw material, present strongly maintained prices were expected to persist for some time to come.

Benzyls.—Acetate was steady at unchanged prices. Demand for the alcohol was fair but not expansive. Benzoate moved steadily in a firm market. Formate was in irregular request. The undertone of the group was steady.

Benzylidineacetone. — More inquiry was noted and sales improved within moderate limits. The market was declared to be very steady in all quarters. Stocks were reported normal for the item.

Cinnamic Aldehyde. — Movement to buyers was irregular for the most part and volume was kept down by the absence of a call much in excess of jobbing limits.

Citral.—Trade was somewhat slow. Buyers purchased close to needs that were comparatively small in most instances. Firm replacement cost tended to keep quotations to a firm basis.

Citronellal.—Very good request prevailed. The call was up to volume noted in the past few weeks and contributed much to the general firmness of spot quotations. Stocks were fair in size.

Citronellol.—Business was routine. Volume changed little from that in the previous period and on the whole was built on the basis of but moderate demand from the manufacturing consumers. Prices were generally steady.

Diphenyl Oxide. — Moderate interest in this material was disclosed by buyers last week. They were free takers in quantities covering their nearby requirements. Undertones remained very steady and prices were generally well held to stabilized position.

Diphenylmethane.—A somewhat slow market prevailed but it lacked any unsettlement and prices were well maintained throughout the period. Stabilization of values have prevailed for some time past.

Ethyl Cinnamate.—Steady absorption of production was noted, requirements of buyers being well up toward normal. Prices were steady and competition was within narrow limits at all times last week.

Eucalyptol. — Some producers have advanced their quotations, while others were firmer in their views in keeping with the strong situation that has been dictated by the comparatively high cost of production and the very good consuming demand prevailing for some time.

Eugenol.—The article was said to be subject to occasional shading in view of the fact that production costs have been reduced of late when raw material turned easier at lower prices.

Geraniol.—Demand was on a hand-to-mouth basis for the most part and showed little change during the past week. Prices were steady to firm in the absence of much price competition.

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What You Can Use

Various Materials That Are Suitable for Operating Purposes in Chemical Processing Industries

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Two-hundred-first Instalment

Leather

(Continued from November 1 issue)

Salting Agents for Leather

Glauber's salt
Rock salt
Sodium chloride
Sodium sulphate

Seasoning Agents for Leather

Ammonium hydroxide
Blood albumen
Formaldehyde
Gelatin
Glue
Methanol
Nigrosin
Ox blood
Phenol

Slime and Mold Preventives Used in Tan Liquors

Ammonia
Ammonium borate
Aseptoform
Benzoic acid
Bergamot oil
Betanaphthol plus naphthalene
Birch oil
Borax
Boric acid
Cadmium sulphate
Carnation oil
Chlorine
Chloramines
Chlorothymol
Chloroxylenol
Cinnamaldehyde
Clove oil
Copper carbonate
Copper carbonate and borax
Copper sulphate with trace of ammonium hydroxide
Cresophan
Cresylic acid
Cultures of lactic acid bacteria
4-Dicetoxymercuri-2-nitrocresol
Dip dust
Dichloramines
Ethylfurfuramine
Ethyl-mercury chloride
Ethyl-mercury chloroacetate
Ethyl-mercury oxalate
Ethyl-mercury phosphate
Ethyl-mercury sulphate
Ethyl-mercury tetraborate
Ethyl-mercury-chlorophenol
Ethyl-mercury-cresol
Ethyl-mercury-cyanocresol
Ethyl-mercury-furfuramide
Ethyl-mercury-nitrophenol
Ethyl-mercury-phenyl
Formic acid
Fumigors
Furfural
Furoic acid
Hemlock extract
Hydroxymercurichlorophenol
Hydroxymercurichlorophenol sulphide
Lactic acid
Maleic acid
Menthol
Mercuric chloride
Mercuric iodide
Mercuric salicylate
Mercurized metachlorophenol
Mercurized substituted anilin
Mercurophen
Metaphen
Methyl salicylate
Moldex
Moldol
Orthocyclohexylphenol
Oxyquinolin sulphate
Palustrex
Parachlorometacresol
Paradichlorobenzene
Parahydroxybenzoic acid and its esters
Paraoxybenzoic acid esters
Paratertiaryamylphenol
Phenol
Phenyl salicylate
Phenyl-mercury acetate
Phenyl-mercury chloride
Phenyl-mercury nitrate
Potassium chlorate
Salicylic acid
Shirlan compounds
Sodium benzoate
Sodium monoborate
Sodium naphthionate
Sodium orthophenylphenate
Sodium oxymercuriorthonitrophenoxide
Sodium phenylsulphonate
Sodium phosphate
Tartaric acid
Thymol
Wintergreen oil

Soaking Agents for Leather

Cremol
Cresolsulphonic acid with sodium hydroxide
Cyclohexylcyclohexanol sulphonate
Cyclohexylethanolamine
Diethanolamine
Dibutylricinoleic sulphonate
Dimethylethanolamine
Emulsive oils
Ethanolamine
Ethyl ester of acetylated polymerized ricinoleic acid
Ethyl ester of acetylated ricinoleic acid
Ethyl ester of ricinoleic acid
Ethyl ricinoleate
Fatty acid ethanolamides
Fatty acid ethanolamides, glycolated
Fatty alcohols
Fatty alcohols, sulphonated
Fatty amides of aromatic aminosulphonic acid
Fish oil sulpholeate
Glycerides
Glycerophosphates
Glycerol monoester of the acids of coconut oil
Halogen substituted sulphonates
Halogen substituted sulphonic acid
Higher fatty amines
Hydroxyethylmethylanilin
Isopropylchloronaphthalenesulphonic acid
Isopropylnaphthalenesulphonic acid
Kali penetrators
Merpin W
Methylbutanolamine
Methylenedisulphonic acid
Methylethanolamine
Methylethanolpropanolethylenetetramine
Methylethylbutanolamine
Mineral oils, sulphonated
Monobutanolamine
Monoethanolamine
Monopole oil
Naphthalenesulphonic acid
Olein soap
Oralix
Organic acid ester of polyhydric aliphatic alcohols
Oxyalkylated aromatic sulphonic acids
Oxylated hydroaromatic sulphonic acids
Potassium salt of diphenyloldimethylmethanemonosulphonic acid
Red oil
Ricinoleic acid
Ricinoleic acid sulphuric diester
Ricinoleic acid sulphuric monoester
Saponified red oil
Soap
Solutions of aliphatic hydroxyamines
Sulphite cellulose extracts
Sulpho textol
Sulpho turk
Sulphonated acylamino ethers
Sulphonated alcohols
Sulphonated amines
Sulphonated aromatic derivatives
Sulphonated castor oil
Sulphonated fats
Sulphonated fatty acids
Sulphonated higher paraffin hydrocarbons
Sulphonated mineral oil
Sulphonated mixtures of sperm and coconut oils
Sulphonated oils
Sulphonated pine oil
Sulphonated polymerized terpenes
Sulphonated ricinoleic acid
Sulphonates
Sulphonic acids
Sulphoricinoleates
Sulphur dioxide led into solutions of cyclohexylethanolamine, diethylbutanolamine, or other amines
Tanner's soap
Triethanolamine
Triethanolamine or its reaction products in aqueous sulphite solutions
Triethanolamine oleate
Trisodium phosphate
Turkey red oil
Water-soluble salts of zinc

Softening Agents for Dry Hides or Pelts

Abietine sulphonates
Acetylated castor oil
Acetylated polymerized castor oil
Alizarin assistant
Alkyl ricinoleates
Alkylated aromatic sulphonic acids
Alkylated hydroaromatic sulphonic acids
Alkylated naphthalenesulphonic acids
Aqueous solution of hydroxyalkylamines
Anthracenesulphonic acid
Bursolines
Butyl acetylricinoleate
Butyl ester of acetylricinoleate
Butyl ester of acetylated polymerized ricinoleic acid
Butyl ester of ricinoleic acid
Butyl ricinoleate
Castor oil, acetylated
Castor oil, acetylated polymerized
Castor oil fatty acids
Chloronaphthalenesulphonic acid

Softening Agents for Leather

Aqualube
Aqualube, anhydrous
Alcohol sulphates
Arctic shark oil
Bretolene
Brilliant avirol
Bursoline
Castor oil
Cod oil
Codliver oil
Corn oil
Cottonseed oil
Degras
Dogfish-liver oil
Egg yolk
Fat liquors
Fat liquor soap
Fish oils
Gargoyle currier's vac-grease
Glycerin
Glycerin substitutes

(To be continued)

Petroleum Solvents, Lubricants, Fuels

Gasoline Weakens Further but Midcontinent Prices for Solvents Hold at Preceding Week's Levels—Eastern Prices Unchanged—Bunker Oil Cut

The Midcontinent refinery market was weakened further last week but petroleum naphthas and solvents did not move below the reduced price basis established a week ago. The reduction in the tankcar prices for Stoddard solvent, petroleum thinners and other naphthas in the Midcontinent did not influence the position of the Eastern market and prices here have been unchanged since the middle of August. Some of the Midcontinent refiners continued to quote the higher prices but some of the leading suppliers in the Southwest were identified with the lower levels. Industrial consumption of naphthas, thinners and diluents was light and takings against contracts were very slow.

Other petroleum products used as industrial raw materials were also moving into consumption in slow fashion. Wax was quiet and local prices for white scale wax moved downward last week. Petrolatums were steady although lacking in support from export channels; mineral oils were moving a little faster but the demand has been lagging this Fall.

The weakness in the gasoline market was more pronounced last week. Prices eased again and a reflection of the bulk market weakness was shown in the tankwagon and retail prices throughout the Eastern seaboard and the middle West.

Bunker oil prices were cut at Atlantic ports last week.

Daily average production of crude oil in United States for the week ended October 30 was 3,602,950 barrels, a decline of 10,350 barrels from the preceding week's average, according to the estimate of the American Petroleum Institute. The average for four weeks ended October 30 was 3,599,350 barrels and the average at this time a year ago was 3,043,500 barrels. Runs of crude oil to stills were reported to the A.P.I. by companies controlling 89 percent of the nation's refinery capacity as having averaged 3,038,000 barrels per day for 82.1 percent of refinery operation, and an additional 307,000 barrels per day were estimated to have been sent to stills unreported for a total average of 3,345,000 barrels against 3,380,000 barrels in the preceding week.

Solvents and Diluents

The Eastern market has not been inuenced by the break in prices in the Midcontinent tankcar market. The cut in prices at the Midcontinent, which was reported here last week, was not universal among the sellers but some of the leading suppliers were among those quoting the lower prices. Further recessions in gasoline last week did not create any further weakness in the naphtha position at the Midcontinent refineries.

Cleaners' Naphthas. — The Midcontinent refinery market was in a divided position with some of the sellers offering tankcars at a newly established price of 6⅞c. per gallon while others held to 7⅜c. per gallon, basis Group 3.

Lacquer Diluents.—There has been no change in the East but a week ago some of the Midcontinent producers lowered tankcar prices to 7⅞c. per gallon. Others continued to quote the market at 8⅜c. per gallon. These quotations were basis Group 3.

Petroleum Thinners. — The Eastern market held at the prices that were established in August and has not been influenced by the recent reduction in the Midcontinent sector. The Midcontinent prices now range from 5⅞c. per gallon to 6⅜c. per gallon, according to seller.

Rubber Solvents.—Akron buyers were light takers last week and the reduced prices in the Midcontinent tankcar market did not stimulate any particular interest. The light and heavy grades continued at 6⅞c. to 7⅜c. per gallon at the Midcontinent, according to seller.

Stoddard Solvent.—The Midcontinent market held at the reduced basis established a week ago. Further weakness in the bulk gasoline market did not influence the solvent which was now priced at 6⅜c. to 6⅞c. per gallon, for tankcar quantities, basis Group 3. The Eastern market held unchanged.

V.M. & P. Naphthas.—The Midcontinent market remained unchanged last week. The reduction of the preceding week placed quotations for tankcar lots at 6⅞c. per gallon to 7⅜c. per gallon, according to seller, basis Group 3.

Markets at Other Centers

Chicago, Nov. 4.—The solvents and naphthas continued along a quiet market course here. Following the recent downward adjustment in the market to the extent of one-half cent, buyers are taking a fairly good amount of material out. Sellers are reported holding current prices well. Ruling prices in tankcar lots except as noted are (tankcar prices f.o.b. Group 3 Oklahoma):—Blending naphtha, 4⅝c. to 4¾c. per gallon; cleaners' naphtha, 6⅞c. to 7c., tankcar; 17.1c., tankwagon; petroleum spirits, 5⅞c. to 6c., tankcar; 15.8c. tankwagon; rubber solvent, 6⅞c. to 7c.; lacquer diluent, 7⅛c. to 8c.; Stoddard solvent, 6⅜c. to 6½c., tankcar; 15.8c., tankwagon; v.m. & p. naphtha, 6⅞c. to 7c., tankcare; 18.1c., tankwagon.

Tulsa, Nov. 4.—Recession in gasolines brought no additional weakness in naphthas. The v.m. & p. and Stoddard were quoted at 6⅞c. to 7⅜c. per gallon.

Lighter Fractions

The light gaseous solvents have not been disturbed by the surrounding influences of weakness. Prices for butanes, heptanes and other light hydrocarbons have held in a steady position for some time back. Latest reports on the sales to industrial consumers were not very cheerful.

Butanes.—Conditions surrounding the market for this commodity were unchanged last week. The price for tankcar lots at Group 3 continued at 2¼c. to 3¾c. per gallon, according to the number of cars used per month.

Hexanes.—The schedule of prices was unaltered and the market appeared steady despite surrounding weakness. Tankcars of the normal grade testing 60-70 deg. C remained at 10½c. per gallon, basis Group 3.

Octanes.—There has been no shift in the market and despite the weakness in gasolines and other light oils, prices were held steady.

Petrolatums and Waxes

White Mineral Oils.—Importers and refiners of domestic oil have not been favored with much business so far this Fall. However, there was a little better interest reported last week and the trade expected that ordering would accelerate as the month progressed. There has been no evidence of price shading and the market appeared quite steady.

Paraffin Waxes.—Scale wax prices yielded to the weakening influence of low-priced offerings from the Pennsylvania field and the prices quoted by some of the leading sellers were lowered 5 points on Thursday. The reduction placed the market at 2.90c. per pound for either 122-124 A.m.p. or 124-126 A.m.p. Buyers were bidding 2.85c. per pound and there were reports that these bids were being accepted in some directions. Fully refined waxes were unchanged in price.

CHICAGO, Nov. 4.—Paraffin wax was holding well in market tone. At these levels considerable ordering was done, and it appears that the matter of stocks is not proving especially troublesome. Inquiries are reported in good volume. Ruling prices are: 122-124, 4.65c. to 4.75c. per pound; 125-127, 4.9c. to 5c.; 127-129, 5.05c. to 5.15c.; 130-132, bulk or bag, 5.45c. to 5.55c.; 132-134, bulk or bag, 5.7c. to 5.8c.

TULSA, Nov. 4.—There was no change in paraffin wax with firmness prevailing in all quotations. The American crude 124-46 was quoted at 3⅛c. per pound. There is a fair demand coming into the market and shipments are at a fairly high level.

Petrolatum.—The small extent of export trade is the market's most puzzling feature. Europe has not been buying actively for some time and the Far Eastern demands are also light. The position of the market here was steady and prices for white and amber grades have held at an unchanged position all year.

Fuels and Lubricants

Tankwagon and retail gasoline prices were reduced throughout New York, New England, Ohio, Kentucky and several middle Western states. This move was in reflection of the drop in prices at the Midcontinent bulk market a week ago. Prices for C grade bunker oil were also reduced at Atlantic ports last week.

Market Conditions

Gasoline.—Following the recent reduction in bulk prices in the Midcontinent and Eastern refineries, tankwagon and retail prices were lowered over a large portion of the East and Midwest. The leading marketer in the New York-New England area lowered tankcar and tankwagon prices ½c. per gallon. The tankwagon cut included the entire territory except Boston and eastern Massachusetts, several cities in Maine, Bridgeport, Conn., Syracuse and Buffalo. Prices were also cut ½c. per gallon throughout Ohio and Kentucky; another cut of 0.3c. per gallon took place in Michigan, Indiana, Illinois, Minnesota, Missouri, Kansas, the Dakotas and Wisconsin. Tankcar quotations at the local refineries were 7¼c. per gallon for 62-63 octane and 7½c. per gallon for 65-66 octane. The export prices at the U. S. Gulf were unchanged from the levels established in the preceding week.

Kerosene.—The tankcar market here continued in an unchanged position with 6¼c. per gallon quoted for the 41-43 water white material, at the refineries. As in the preceding week, some of the refiners quoted the market at 6.3c. per gallon. Export quotations at the U. S. Gulf were unchanged at 5⅛c. to 5¼c. per gallon for prime white, 5¼c. to 5⅜c. per gallon for water white.

Fuel and Gas Oils.—Spot prices for C grade bunker oils were reduced 10c. per barrel on Monday of last week. Refiners now quoted $1.25 per barrel, f.o.b. terminals in New York harbor. The reduction also applied at other Atlantic coast ports. Diesel oil prices continued unchanged. Spot prices for medium and heavy fuels in tanks were increased ¼c. per gallon to 5¼c. per gallon at Philadelphia.

Lubricating Oils.—Pennsylvania oil prices continued at the position occupied a week ago. Bright stocks were still somewhat soft and subject to occasional shading, according to the reports coming out of the Pennsylvania fields. Neutrals continued firm .

Markets at Other Centers

Tulsa, Nov. 4.—Increased trading developed in gasoline throughout the Mid-continent as a result of further declines in price which brought quotations to the level of three years ago. It was apparent from the buying that jobbers and distributors had refrained from ordering during the present downward trend until there was evidence that subnormal prices had been reached. It was reported that inventories and distributors' and jobbers' tanks were at very low levels. However, no change in tone of the market developed following this increased buying. There were large offerings in the market, mostly from Texas points. Some buyers reported that the third grade of U. S. motor could probably be bought below 4c. for immediate shipment.

The pressure appears to be mostly on third grade gasoline, although offerings of the higher octanes are pressing the market. There is not, however, the recession in price in the higher grades that has occurred in the low octanes. Products from Oklahoma and Kansas appeared to be offered not so freely as the products from scattered Texas points.

On the whole, the market was fairly quiet this week as trading in distillates and kerosene was restricted due to tightness in supply and firmness in price. There is a very small supply available of the regular grade of kerosene while distillates are also extremely difficult to buy.

Talk of curtailment of refinery operations continued as the net-back of a barrel of crude shows a loss in the present level of tankcar prices.

GASOLINE.—The range in the U. S. motor third grade low octane widened this week due to the pressure of apparently distressed offerings on the local market. Sales at 4c. per gallon were effected and reports of further concessions were made for immediate shipment. The range, however, remained at 4c. to 4⅜c. per gallon. The 63-66 grade is 4½c. to 4¾c. with the 67-69 5c. to 5¼c. and the 70-72 5¼c. to 5½c. per gallon.

NATURAL GASOLINE.—Better volume of business developed from refiners this week than has been the case in the past two or three weeks. However, prices were unchanged but the total was stronger than it has been at any time since the recent reaction developed. The 26-70 grade

Outputs and Quotas

A comparison of Bureau of Mines calculations for October production, state allowable quotas where they exist and the American Petroleum Institute's estimate of crude production for the week ended October 30 follows:—

	B. of M. Dept. of Int. calculations.	State allowable.	Estimated output.
Oklahoma ..	629,200	600,000	586,750
Kansas	199,900	193,800	185,600
Texas 1,430,300	1,427,767	1,470,800
Louisiana ..	254,600	266,700	244,000
Arkansas ...	36,000	.....	48,650
Eastern	128,800	.....	133,300
Michigan ...	43,500	.....	54,300
Wyoming ...	57,300	.....	57,400
Montana	17,600	.....	17,650
Colorado	4,500	.....	4,150
New Mexico.	106,400	104,000	103,350
California ..	660,000	*660,000	697,000
Totals 3,568,100	.....	3,602,950

* Recommendation of Central Committee of California Oil Producers.

The State of the Petroleum Market

There were no changes in crude oil prices. Gasoline was weak at Oklahoma and Texas refineries.

	Oct. 29	Oct. 29	Last Year
Crude petroleum prices at well (average for ten fields) per barrel.....	$1.337	$1.337	$1.276
Gasoline prices at refineries (at four refining centers) per gallon.....	.05375	.05375	.0534375

Current prices on petroleum and its products are given in the alphabetical list of prices beginning on page 7

SHERWOOD'S PETROLATUMS
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Petroleum Production—Motor Fuel Stocks

	Barrels	
	1937 Jan. 1-Nov. 6	1936 Jan. 1-Nov. 6
Commercial crude oil productions	1,078,773,000	908,281,000
	Week ended Nov. 6, 1937	Week ended Nov.7, 1936
Daily average production	3,597,000	3,032,000
	Week ended Oct. 30, 1937	Week ended Oct. 23, 1937
Estimated motor fuel stock total	66,554,000	66,554,000
Estimated finished motor fuel stock at refineries	36,227,000	36,227,000

is 4½c. to 4¼c. while the 22-pound grade is 4½c. to 4⅝c.; the 18-pound grade is 4⅞c. to 5⅛c., and the 14-pound grade is 5⅞c. to 6c. per gallon.

DISTILLATES.—A purely nominal market exists in these products because of the tightness of the supply. The No. 1 prime white remains at 4c. to 4¼c. per gallon; No. 1 straw, 3⅞c. to 4c.; No. 2 straw, 38-40 is 3¾c. to 3⅞c. Gas oil is generally quoted at 3⅜c. and 3½c.

KEROSENE.—A better movement of this product has developed this week despite the lowering of third grade gasoline. The 41-43 grade is extremely tight at 4c. to 4¼c. per gallon while the 42-44 grade is 4¼c. to 4⅜c. per gallon.

LUBRICANTS.—Steadiness in all grades prevails, with prices unchanged. The movement is somewhat larger this week and a fair demand has developed for most of the active grades despite the differential existing between Pennsylvania and Midcontinent prices.

FUEL OIL.—Easines in the heavy industrial grades has placed quotations for the residuals of high cold test and high viscosities to 67½c. to 72½c. per barrel. The higher grades, however, remain 90c. to 95c. for the 24-28 while the low cold is $1.07½ to $1.12½ per barrel.

Chicago, Nov. 4.—The tankcar gasoline market is still weak, and is under the influence of a considerable volume of additional offerings. At the same time, prices are not greatly below the levels of the preceding few days. Refiners are saying they will not accept lower prices, in some instances. The general tone continues to be one of a certain amount of unsettlement. Buying is accordingly limited. Kerosene is firm. The heating oils are subject to good inquiry and buying. The industrial gas oil holds firm. Heavy fuel oils are a drug on the market, with contract buyers not interested. Lubricating oils are unsteady, despite good consumption.

GASOLINE.—Low octane motor, 4⅜c. to 4½c. per gallon; 63-66 octane, 4¾c. to 4⅞c.; 67-69 octane, 5⅛c. to 5¼c.; 70-72 octane, 5½c. to 5⅝c.; 60-62, 400, 4⅜c. to 4½c.; 64-66, 375, 4⅞c. to 5⅛c.; 68-70, 360, 5c. to 5¼c.

KEROSENE.—42-44, water white, 4¼c. to 4½c.; 41-43, water white, 4c. to 4¼c.

FURNACE OILS.—No. 1 white, 4c. to 4¼c. per gallon; No. 1 straw, 3¾c. to 3⅞c.; No. 2 straw, 3⅝c. to 3¾c.; No. 2 dark, 3⅜c. to 3⅝c.; No. 3, 3⅜c. to 3½c.; 32-36, dark, industrial gas oil, 3c. to 3⅛c.

FUEL OILS.—No. 4, $1.07½ to $1.12½ per barrel; No. 5, 85c. to 90c.; No. 6, 77½c. to 85c.

New Orleans, Nov. 2.—Domestic market quotations experienced a slight drop on some commodities during the past week. Foreign inquiries and exports were good. U. S. motor gasoline was quoted at 6c.; U. S. motor below 62 octane at 6c.; 63-67 octane at 6¼c. and 68-70 octane at 6⅜c.—all prices being on a per gallon basis at refinery.

Kerosene remained unchanged at 7⅛c. per gallon at refinery.

Bunker C fuel oil was quoted at 95c. per gallon at terminal and $1 per gallon delivered alongside—reflecting a 10c. drop, the first change which has been noted in many weeks. Industrial plants were quoted at $1.46 per barrel, delivered.

Contracts Awarded

Acetone:—500 gallons; award to the Conray Products Company, New York city, at 39.6 cents by the Commanding Officer, Picatinny Arsenal, N. J.; procurement 223, opening October 11.

Aircraft Engine Fuel:—20,000 gallons; award to the Colonial Beacon Oil Company, at 18.4 cents, by the Army Air Corps, Wright Field, Dayton, O.; circular 356, opened October 26.

Alumina Sulphate:—27,000 pounds; award to the Activated Alum Corporation, Curtis Bay, Md.; at 1.6 cents, by the Chemical Warfare Service, Edgewood Arsenal, Md.; procurement 76, opened September 21.

Ammonia Chloride:—11,000 pounds; award to the Hummel Chemical Company, New York city, at 4.25 cents, by the Chemical Warfare Service, Edgewood Arsenal, Md.; procurement 47, opened September 10.

Barium Nitrate:—26,000 pounds; award to E. I. du Pont de Nemours & Co., at 7.35 cents, by the Commanding Officer, Picatinny Arsenal, N. J.; procurement 150, opened October 11.

Calcium Carbonate:—12,768 pounds; award to Gustav Martin, Boston, Mass., at 14.72 cents, by the Chemical Warfare Service, Edgewood Arsenal, Md.; procurement 47, opened September 10.

Chlorosulphonic Acid-Sulphur Trioxide Solution:—56,000 pounds; award to the Merrimac Chemical Company, Everett, Mass., at 6.16 cents, by the Chemical Warfare Service, Edgewood Arsenal, Md.; procurement 26, opened September 3.

15,800 pounds; award to the Sterling Products Company, Easton, Pa., at 8 cents, by the Chemical Warfare Service, Edgewood Arsenal, Md.; procurement 83, opened September 27.

Enamel Olive Drab Long Oil:—500 gallons; award to John H. Witte & Son, at $1.81, by the Commanding Officer, Rock Island Arsenal, Ill.; procurement 203, opened October 12.

Hexachlorethane:—88,000 pounds; award to the Dow Chemical Company, Midland, Mich., at 19 cents on 50,000 pounds, by the Chemical Warfare Service, Edgewood Arsenal, Md.; procurement 47, opened September 10.

38,500 pounds; award to the Dow Chemical Company, Midland, Mich., at 19 cents, by the Chemical Warfare Service, Edgewood Arsenal, Md.; procurement 84, opened October 11.

Hydrocyanic Acid:—1,200 pounds; award to the American Cyanamid & Chemical Corporation, New York city, at $1.025, by the Chemical Warfare Service, Edgewood Arsenal, Md.; procurement 62, opened September 20.

Lard Oil:—500 gallons; award to the Crystal Soap & Chemical Company, at 78.7 cents, by the Commanding Officer, Rock Island Arsenal, Ill.; procurement 223, opened October 19.

Primer:—500 gallons; award to the Lasting Products Company, at $1.59 a gallon, by the Commanding Officer, Rock Island Arsenal, Ill.; procurement 203, opened October 12.

Spar Varnish:—605 gallons; award to John H. Witte & Son, at $1.06 a gallon, by the Commanding Officer, Rock Island Arsenal, Ill.; procurement 203, opened October 12.

Trisoda Phosphate:—13,000 pounds; award to the Hysan Products Company, Chicago, at 2.49 cents, by the Quartermaster Supply Officer, Chicago; procurement 37, opened September 24.

White Lead in Oil:—5,000 pounds; award to to Industrial Paint Company, at 10.8 cents, by the Commanding Officer, Rock Island Arsenal, Ill.; procurement 203, opened October 12.

Zinc Dust:—74,500 pounds; award to the Crystal Soap & Chemical Company, Philadelphia, at 8.95 cents, by the Chemical Warfare Service, Edgewood Arsenal, Md.; procurement 47, opened September 10.

Foreign Tariff Notes

Information recently published by the Department of Commerce on foreign tariffs and related trade regulations includes the following data:—

Alcohol, Denatured:—Nicaragua has established a sales tax of 0.10 cordoba per liter on denatured alcohol.

Arsenic, White:—Cuba has provided for the duty free importation of white arsenic intended for use as an agricultural insecticide. Importers must furnish an affidavit guaranteeing its use as an agricultural insecticide, and must post a bond for the amount of the duty assessable, this to be returned on presentation of a certificate of the Cuban Department of Agriculture indicating that the arsenic has been used as an agricultural insecticide.

Chemicals: — Argentina has established import and trade control regulations on certain chemical substances susceptible of being used in processing wine.

Coconut Oil:—Cuba now provides for the permanent application of the minimum rates of import duty, without regard to the country of origin, to coconut oil for the manufacture of soap.

Gasoline:—Yugoslavia has restricted the use of unmixed gasoline to airplane motors and naval vessels. The requirement that gasoline for other uses should be mixed with 20 percent of denatured alcohol has been continued.

Gasoline and Lubricating Oils:—Yugoslavia has decreased the minimum rates of import duty on gasoline and lubricating oils and distilled mineral oil products as follows:—Gasoline, in cisterns or tanks, from 13 to 9 gold dinars per 100 kilos; in other containers, from 30 to 20 gold dinars per 100 kilos; gas oil, unrefined solar oil, and similar oils, in cisterns and tanks, from 8 to 7 gold dinars per 100 kilos; in other containers, from 10 to 9 gold dinars per 100 kilos; lubricating oils and pure solar oil, in cisterns and tanks, from 13 to 9 gold dinars per 100 kilos; in other containers, from 30 to 22 gold dinars per 100 kilos.

Greases:—Mexico has increased the import duties, effective September 15, on hydrogenated animal greases, hydrogenated vegetable greases, and vegetable greases not specified, in containers of more than 50 kilos, from 0.25 peso to 0.40 peso per net kilo.

Inedible Fats:—Latvia has reduced the import duty on inedible animal and vegetable fats for industrial uses from 0.24 lat to 0.10 lat per gross kilogram.

Medicinal and Dietetic Products:—Argentina requires that all medicinal or dietetic products for children up to six years old must be approved by the Department of Hygiene upon recommendation of the Bureau of Maternity and Infancy, in addition to the regular registration requirements as medicinal products.

Medicinals and Pharmaceuticals:—Cuba has established new control and registration requirements for the manufacture, importation, sale, and advertising of medicinal and pharmaceutical products.

Mineral Oils:—Germany has established an equalization tax of 6 marks per 100 kilos on certain light oils obtained by reclamation, in Germany, from used mineral oils, and on certain related products. These were formerly exempt from the equalization tax on domestic mineral oils.

Corporation Earnings Recently Reported

		1937		1936	
	Period.	Net income.	Per share.	Net income.	Per share.
Air Reduction Co.	3d qr.	$1,990,995	$0.77	$2,280,498	$0.90
Amer. Agricultural Chem. Co. (Del.)	3d qr.	20,543	...	23,158	.11
American Cyanamid Co.	9 mos.	4,235,957	1.68	2,803,266	1.11
American Home Products Corp.	9 mos.	2,312,482	3.12	2,157,981	2.91
American Metal Co.	9 mos.	3,083,658	2.27	841,629	.44
Ashland Oil & Refining Co.	9 mos.	561,483	.57	.....	...
Barnsdall Oil Co.	9 mos.	2,232,694	.99	1,719,584	.76
Bishop Oil Corp.	9 mos.	272,260	.74	.....	...
Bon Ami Co.	9 mos.	1,023,337	5.00	897,728	4.44
Catalin Corp. of America	9 mos.	149,900	.28	235,964	.44
Commercial Solvents Corp.	9 mos.	1,102,377	.42	1,667,400	.63
Consolidated Chemical Industries, Inc.	9 mos.	927,089	2.90	434,903	1.36
Davison Chemical Corp.	3d qr.	81,592	...	72,177	...
Derby Oil & Refining Co.	9 mos.	435,635	...	232,060	...
Du Pont (E. I.) de Nemours & Co.	9 mos.	62,799,523	5.18	62,567,019	5.21
Freeport Sulphur Co.	9 mos.	1,979,360	2.41	1,510,511	1.82
General Printing Ink Corp.	9 mos.	986,492	1.13	856,733	.96
General Refractories Co.	9 mos.	1,516,501	3.23	1,032,309	2.32
Hercules Powder Co.	9 mos.	4,283,823	6.57	2,931,449	4.23
Hinde & Dauch Paper Co.	9 mos.	1,245,846	3.06	957,529	2.21
Johns-Manville Corp.	9 mos.	4,592,191	4.94	3,093,560	3.60
Lambert Co.	9 mos.	1,082,780	1.45	1,023,035	1.37
Lion Oil Refining Co.	3d qr.	489,004	1.10	267,794	...
Magma Copper Co.	9 mos.	779,311	1.91	755,124	1.85
Masonite Corp.	Yr. 8-31	1,728,091	3.04	1,429,649	2.51
Mathieson Alkali Works	9 mos.	1,470,376	1.62	1,202,372	1.30
McIntyre Porcupine Mines, Ltd.	6 mos.	1,757,121	2.20	1,789,419	2.24
Monsanto Chemical Co.	9 mos.	3,999,759	3.59	3,290,721	2.88
Newport Industries, Inc.	Yr. 9-30	1,347,505	2.59	404,019	.78
Panhandle Producing & Refining Co.	9 mos.	227,887	.64	105,131	.02
Paraffine Cos.	3d qr.	669,678	1.36	715,208	1.45
Penick & Ford, Ltd.	9 mos.	72,699	.20	982,486	2.66
Pennsylvania Salt Mfg. Co.	Yr. 9-30	1,700,184	11.33	1,456,320	9.71
People's Drug Stores, Inc.	9 mos.	682,224	2.61	794,730	3.05
Phillips Petroleum Co.	9 mos.	19,813,719	4.45	12,834,905	3.01
Republic Petroleum Co.	9 mos.	202,940	.37	120,029	.37
Ruberoid Co.	9 mos.	805,470	2.02	607,862	1.53
Shell Union Oil Co.	3d qr.	7,503,291	.54	7,210,230	.51
Simms Petroleum Co.	3d qr.	*4,686	...	*6,223	...
Staley (A. E.) Mfg. Co.	Yr. 9-30	*265,066	...	1,537,962	...
Standard Brands, Inc.	9 mos.	8,047,842	.61	11,232,557	.86
Sunray Oil Corp. (Del.)	9 mos.	844,490	...	401,014	...
Superior Oil Corp.	3d qr.	171,418	.12	26,487	.03
Texas Pacific Coal & Oil Co.	3d qr.	260,042	...	235,006	...
Thermoid Co.	9 mos.	361,514	.57	195,949	.07
Tide Water Associated Oil Co.	9 mos.	12,171,435	1.61	8,504,933	.90
Union Carbide & Carbon Corp.	3d qr.	10,013,033	1.11	10,505,740	1.17
Wesson Oil & Snowdrift Corp.	Yr. 8-31	2,393,858	...	3,758,074	...
Wrigley (Wm.) Jr., Co.	3d qr.	2,385,637	1.22	2,572,360	1.31
Zonite Products Corp.	3d qr.	108,241	.13	87,762	.10

* Deficit.

Dividends Reported Since Last Publication

	Stock.	Class.	Amount.	Payable.	Of record.
Allied Laboratories, Inc.	Com.	Q.	15c.	Dec. 27	Dec. 13
Allied Laboratories, Inc.	Com.	Ext.	15c.	Dec. 27	Dec. 13
Anglo-Iranian Oil Co.	Ord.	..	5%	Nov. 30	Oct. 29
Atlantic Refining Co.	Com.	Q.	25c.	Dec. 15	Nov. 22
Bandini Petroleum Co.	Com.	Q.	3c.	Nov. 29	Nov. 8
Barber Co.	.....	..	75c.	Nov. 16	Nov. 9
Chile Copper Co.	.....	..	50c.	Nov. 29	Nov. 9
Freeport Sulphur Co.	Com.	..	50c.	Dec. 1	Nov. 15
Hercules Powder Co.	Pfd.	Q.	$1.50	Nov. 15	Nov. 4
Mid-Continent Petroleum Co.	.....	..	$1.00	Dec. 1	Nov. 8
Minneapolis-Honeywell Reg. Co.	Com.	Q.	75c.	Nov. 20	Nov. 4
National Lead Co.	A pfd.	Q.	$1.75	Dec. 15	Nov. 26
New Jersey Zinc Co.	.....	..	$1.00	Dec. 10	Nov. 20
Phillips Petroleum Co.	Com.	Q.	50c.	Dec. 1	Nov. 5
Phillips Petroleum Co.	Com.	Ext.	25c.	Dec. 1	Nov. 5
Sherwin-Williams Co.	Com.	Q.	$1.00	Nov. 15	Oct. 28
Standard Oil Co. (N. J.)	.....	S.	75c.	Dec. 15	Nov. 15
Standard Oil Co. (N. J.)	.....	Ext.	50c.	Dec. 15	Nov. 15
Sunray Oil Co.	Com.	..	10c.	Nov. 24	Nov. 4
Sunray Oil Co.	Pfd.	Q.	68¾c.	Dec. 28	Dec. 8
Texas Pacific Coal & Oil Co.	.....	Q.	10c.	Dec. 1	Nov. 10
Williams (J. B.) Co.	Com.	Q.	25c.	Nov. 15	Nov. 8
Williams (J. B.) Co.	Pfd.	..	25c.	Nov. 15	Nov. 8
Worcester Salt Co.	Pfd.	Q.	$1.50	Nov. 15	Nov. 5

Lacquer Sales, Third Quarter 1937

Statistics on sales of clear lacquers, pigmented lacquers, lacquer bases and dopes, and thinners for the third quarter of 1937, and comparative data with the first and second quarter and the quarters of 1936 and 1935, from 158 identical manufacturers showed sales of 12,135,940 gallons, valued at $15,294,633, against 13,066,499 gallons, valued at $16,160,078, in the second quarter of the year, and 11,404,989 gallons, valued at $14,347,417, in the second quarter of 1936, according to the Bureau of Census report.

	Total		Clear		Pigmented		Bases and dopes		Thinners	
1937.	Gallons.	Value.	Gallons.	Value.	Gallons.	Value.	Gallons.	Value.	Gallons.	Value.
First quarter	11,404,989	$14,347,417	2,784,003	$3,779,869	3,040,828	$6,532,807	523,630	$610,805	5,056,528	$3,423,936
Second quarter	13,066,499	16,160,078	2,777,704	3,779,829	3,552,172	7,715,091	562,702	644,074	6,173,921	4,021,084
Third quarter	12,135,940	15,294,633	2,835,367	3,907,001	3,135,340	6,988,415	499,522	574,241	5,665,711	3,824,976
1936.										
First quarter	9,559,648	12,219,101	2,030,322	2,785,309	2,716,369	5,901,911	440,756	497,866	4,372,201	3,084,015
Second quarter	12,071,087	15,138,829	2,332,028	3,143,694	3,724,208	7,699,026	454,419	515,055	5,560,432	3,781,054
Third quarter	10,535,520	13,398,161	2,768,783	3,745,912	2,654,737	5,726,851	503,578	574,710	4,608,422	3,350,688
Fourth quarter	12,121,013	15,093,889	2,915,649	3,936,299	3,220,487	7,011,408	465,147	539,380	5,519,730	3,606,802
Totals, 1936	44,287,268	$55,849,980	10,046,782	$13,611,214	12,315,801	$26,339,196	1,863,900	$2,127,011	20,060,785	$13,772,559
1935.										
First quarter	8,230,039	10,618,239	1,834,418	2,551,912	2,211,968	4,915,806	370,766	447,100	3,812,887	2,703,421
Second quarter	9,028,065	11,415,809	1,856,517	2,568,044	2,424,617	5,284,258	445,525	524,981	4,301,406	3,038,526
Third quarter	8,872,080	11,341,847	2,054,210	2,897,899	2,295,066	4,839,373	455,241	529,610	4,127,513	3,074,965
Fourth quarter	10,367,227	13,149,749	2,215,208	3,086,376	2,942,893	6,297,901	521,685	581,366	4,687,441	3,184,106
Totals, 1935	36,497,411	$46,525,644	7,960,353	$11,104,231	9,814,574	$21,337,338	1,793,237	$2,083,057	16,929,247	$12,001,018

Fertilizer Materials

Strengthened Cottonseed Meal Price Fails to Influence Other Organics—Southern Convention Attracts Interest —September Superphosphate Output Up

Although cottonseed meal turned stronger in price, it would have to exhibit considerably more strength before it could influence the general market for organic ammoniates. Some of the holders of organics are still pretty anxious sellers. Buyers were disinclined to augment their raw materials supplies beyond the tonnage they have already committed themselves. While some sellers expected a little trading interest to appear at this week's Southern convention of the National Fertilizer Association in Atlanta, others were frankly dour about prospects. The fertilizer materials market was most likely to continue drifting until the crop control problem is definitely settled. And after that its course is dependent upon what the control legislation will provide.

Out-of-town reports indicated that there was a resale market for materials in the South. At present the offerings were small sized and so isolated that they had no real influence on the market as a whole.

Superphosphate production in September was again substantially higher than in the corresponding month of recent years, according to reports by acidulators to the National Fertilizer Association, but the increase over 1936 was somewhat less than that of earlier months. September output of the reporting plants was 17 percent larger than a year earlier, while in the January-September period of this year production was 44 percent larger than in the first nine months of 1936. Production of plants in the Southern area in September was slightly under last year, following the very sharp increases earlier in the year.

Price Changes

Prices were changed during the past week as follows:—

Advanced

Nitrogenous material, dom., Western, 10c. per unit-ton.
Tankage, import, 20c. per unit-ton.

Reduced

Bone, dom., Chicago, all grades, $1 per ton.
Tankage, fert. grade, Chicago, 25c. per unit-ton.

Comparative Values

Index numbers compiled from four typical fertilizer materials on the basis of a normal of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
66.7	66.7	66.7	63.6

Market news that may have developed after this report was sent to press will be found on page 4.

Ammoniates

Nitrate of Soda.—Extreme quiet enveloped the market for this commodity last week. Buyers have not shown any disposition toward trading shipments against the contracts booked in the beginning of the season. Prices continued in a firm position.

Sulphate of Ammonia.—There have been reports of resale offerings, but these were believed to have been small and very widely scattered. The market at first-hand sources of supply remained steady and has absorbed some additional statistical strength in recent weeks because of the drop in producing activity at the steel mills.

Cyanamide.—Shipments against orders previously booked were moving in a little better fashion now. At this time a month ago the market was in a very stagnant position, but the business of the past two weeks has shown improvement. Prices continued steady and unchanged.

Dried Blood.—Latest sales in New York were invoiced at $3.25 per unit, but there was no interest in the offerings at that basis last week. Imported material held steady at $3.25 per unit for Novembership shipment from abroad, basis c.i.f., a figure that was established because of European purchases at the equivalent of $3.30 per unit. The Chicago market was $3 per unit, with some holders asking $3.10 per unit.

Castor Pomace.—The domestic material continued at the recently established figure of $21 per ton, f.o.b. producing points. There has been some imported material offering at around $23 per ton, c.i.f.

Fish Scrap.—Some of the larger vessels were still operating in the Chesapeake waters, and the catch during the preceding week was quite good. Fishing will continue as long as favorable weather remains, but as things stand now it is probable that fishermen will fall short of delivering on contracts taken by about 2,000 tons. Japanese sardine meal was unchanged at $45 per ton for November shipment, basis c.i.f. There was no interest at this figure, and even some low-priced fish scrap offered from South America went begging for takers last week.

Nitrogenous Material.—The recent Carrollville offerings at $2.25 per unit were absorbed and the market moved up to $2.35 per unit, f.ob. producing point, an increase of 10c. per unit. Imported material continued around $2.75 per unit, for shipment, basis c.i.f. Indirect reports on prices for domestic at East Coast producing points indicated that $2.70 to $2.80 per unit could have been worked at the producing points.

Tankage.—The foreign market moved up sharply, and importers quoted $3.35 and 10c. per unit-ton, a boost of 20c. over the preceding week's price. European purchasing at the equivalent of the higher price was given as the cause for the boost. The fertilizer grade in Chicago was off 25c. to the basis of $2.75 and 10c. per unit-ton; feeding grade was named at $3 and 10c. per unit-ton. The New York market continued without much show of interest, and quotations were $3.10 and 10c. per unit-ton for unground and $3.20 and 10c. per unit-ton for ground material.

Potashes

Potash materials were devoid of market interest, and were particularly lacking in developments worthy of comment. The deliveries against the contracts booked earlier provided the only activity in the market. There have been no new bookings, and little new business is expected.

Phosphates

Lower prices for bone materials in the Chicago supplying market featured an otherwise quiet and uneventful week for the phosphate materials group. Imported bone materials did not shift in price. Superphosphate was steady and the calls for deliveries against contracts were light.

Bone Materials.—Raw 4½ and 50 bone was $1 per ton cheaper in Chicago, with $28 to $29 per ton mentioned. The asked price for steamed 3 & 50 meal in Chicago was also lower by $1, with $22 to $23 per ton quoted by sellers. The Chicago price of 1¼ and 60 percent material was also lowered $1 per ton to the basis of $19 to $21 per ton.

Superphosphate.—The Baltimore market continued at $8.50 per ton for run of pile and $9 per ton for guaranteed 16 percent material. The calls for deliveries against contracts were light.

Sulphur and Pyrites

As reported a week ago, the Texas Legislature's special session was adjourned and the proposal to increase the severage tax on sulphur died in the Senate. The Texas House had passed a measure to increase the tax from its present basis of $1.03 per ton to $1.25 per ton. The Senate altered the measure to a tax rate of $1.10 per ton, but the time for the special session expired without a Senate vote on the measure.

Markets at Other Centers

Atlanta, Nov. 3.—Interest of fertilizer manufacturers centered in Atlanta where the annual southern meeting of the National Fertilizer Association will be held next week. Materials dealers feel that following this meeting some trading will develop especially in organic ammoniates.

The price of sulphate of ammonia for spot buying advanced 50c. per ton with November 1 and is now quoted at $29 per ton, port basis. While potash prices are unchanged there are reports of offerings for resale.

Buyers who waited for cottonseed meal to go lower are finding meal scarce at the oil mills and an upward trend in prices. The scarcity is attributed to farmers holding seed in the hope that the Government may find some way to raise the price.

Quotations of this market were as follows:—

SUPERPHOSPHATE.—$9.60 per ton, interior producers.

NITRATE OF SODA.—$27 per ton, f.o.b. ports.

SULPHATE OF AMMONIA.—Spot, $29 per ton, port basis.

COTTONSEED MEAL—7 percent grade, $22 to $23 per ton, interior mills.

TANKAGE.—$3 and 10c. per unit ton, Chicago; foreign, port basis.

BLOOD.—$3.50 and 10c. per unit, Chicago; foreign $3.40, port basis.

Baltimore, Nov. 3.—The quiet in the fertilizer trade has become more pronounced. Buying of crude materials was reduced to a minimum. The prevailing figures named were as follows:

FISH SCRAP.—The fishing companies have withdrawn the small boats, while the large ones continue at work, with better results in the last few days than prior to that time. Fish are moving north, which enables the boats off the Virginia capes to intercept them. Unground scrap has been disposed of at resale for $3.60 and 10c. per unit-ton, but with little buying interest. Menhaden meal is quoted at $52 per ton f.o.b. Baltimore.

TANKAGE.—High grade ground $3.15 and 10c. per unit ton; unground $3 and 10c. per unit ton f.o.b. shipping point. Low grade stocks are offered at $2.90 and 10c. per unit-ton, with low-grade ground at $3.15 and 10c. per unit-ton.

BLOOD.—$3 to $3.10 per unit-ton.

SUPERPHOSPHATE.—Nominal quotations unchanged at $8.50 per ton for run of pile and at $9 per ton for 16 percent guaranteed.

NITROGENOUS MATERIAL.—Quotations ranged from $2.70 to $2.80 per unit.

GARBAGE TANKAGE.—Quoted at $8 per ton at shipping point, which is equal to $12.50 per ton at Baltimore.

BONE.—Sellers named 3 and 50 steamed bone flour at $23 per ton c.i.f., 3 and 50 steamed bone at $26 per ton c.i.f.; 5 and 40 ground raw stocks at $31 c.i.f.; and domestic 4½ and 50 raw at $35 per ton.

Chicago, Nov. 4.—A fairly good amount of business was reported to have developed in some grades of fertilizer materials in the last few days. However, the price structure is not overly strong. Blood was fairly steady, with business being placed around prices previously ruling. Tankage business has been placed at levels which mostly are a little slower. Bone materials are not very steady. Volume has shown no appreciable pick-up in most items. Inquiries have been coming in fairly well.

BLOOD.—Principal grade, $3.10 to $3.15 per unit of ammonia.

TANKAGE.—High grade, ground, $2.95 to $3 and 10c.; low grade, $18 to $20; liquid stick, $2.50 to $2.65; hoof meal, $3.40 to $3.45.

BONE MATERIALS.—Ground, steamed bone, 1¼ and 60 percent, $19 to $21; 3 and 50 percent, $22 to $23; 4½ and 50 percent, $28 to $30; grinding hoofs, pigs' toes and waste horn materials, $24 to $26; junk and hotel kitchen bones, $18 to $20; cattle jaws, skulls and knuckles, $28 to $29; pork cracklings, soft pressed, $40 to $45; beef cracklings, soft pressed, $30 to $40; hard pressed cracklings, per unit of protein, 57½c. to 62½c.

San Francisco, Nov. 3.—The fertilizer market still remains as a rather narrow, uninteresting affair at the moment, with nothing in sight for the next few weeks which is likely to change this picture. Movement of materials continues at a good rate, but supplies are practically all being figured against previously made contracts. Even the re-sale market has become very narrow, indicating that receivers of goods are figuring the general market is in a fairly strong place. Last week developed nothing particularly new in fish meals. Regular grade California

Current prices on fertilizer materials are given in the alphabetical list of prices beginning on page 7

Trade News Briefs

Walter R. Surgeon has become associated with the Hilo Varnish Corporation, Brooklyn, N. Y., heading the ink vehicle department of the company. Mr. Surgeon has been connected with the ink industry for the last twelve years. He attended Brooklyn Polytechnic Institute, New York University, and Columbia University.

C. C. Smith, general sales manager for the Potash Company of America, who has made his home on the banks of the Severn river, near Annapolis since the headquarters of the corporation were located in Baltimore, is about to become a city dweller, having taken a house in Guilford, one of the finest suburban residence sections of the city.

H. J. Waldron, formerly associated with leading textile manufacturers in New England and Southern States, has been appointed New England district sales manager of the National Oil Products Company, Harrison, N. J., according to Charles P. Gulick, president. Mr. Waldron was formerly connected with E. F. Houghton & Co. for many years.

George Senn, oils, naval stores, and raw materials, the Bourse, Philadelphia, has issued a card giving the present import duties and excise taxes on oils and fats as covered in the tariff law and the revenue acts of 1934 and 1936. Mr. Senn was aided in the compilation by the MacNair-Dorland Company and the Bureau of Raw Materials. Copy will be sent on request.

Continental Oil Company's $30,000 Hospitality Home, in Dallas, Tex., which was given to the Daughters of the American Revolution, has been allowed by the city park board to remain in Fair Park, and it now bears a bronze placque reading "Continental Daughters of the American Revolution House, Presented to Jane Douglas Chapter, D.A.R., by Continental Oil Company, October 31, 1937."

John L. McCullough has been sentenced to a year and a day in Federal penitentiary by United States District Judge E. Marvin Underwood, at Atlanta, on a charge of having violated the provisions of the mail fraud statute and the fraud provisions of the Securities Act of 1933 in the sale of trust certificates of the Southern States Refinery Company by means of numerous false and fraudulent representations.

DOMESTIC
SULPHATE OF AMMONIA
AND AMMONIA LIQUOR
THE Barrett COMPANY — 40 RECTOR STREET, NEW YORK

CRUDE SULPHUR
99½% PURE
Free From
ARSENIC, SELENIUM AND TELLURIUM
TEXAS GULF SULPHUR COMPANY
(INCORPORATED)
75 East 45th St., New York City
Deposits and Plants: Newgulf and Long Point, Texas

sardine rests at $34.50 per ton and there is only a small turnover. Blood, tankage and bone materials all remain practically the same, with the two former items subject to fluctuation according to the presence of buyers and sellers in the market.

Ruling prices are:—

NITRATE OF SODA.—100-pound bags, $29 per ton; 200-pound bags, $28.30 per ton; bulk lots, $27 per ton, all ex vessel San Francisco/Oakland.

SULPHATE OF AMMONIA.—Sellers of Pacific Coast and Canadian production have withdrawn from the market.

AMMONIA PHOSPHATE.—Sellers have witdrawn from the market.

SUPERPHOSPHATE.—Domestic; 75c. to 80c. per unit in bulk, f.o.b. producer's plant, San Francisco Bay; bags, 80c. to 85c. per unit. Foreign material nominal.

FISH MEAL.—California sardine meal is quiet and quoted for delivery from production out of current season at $34.50 per ton, f.o.b. cars, San Francisco/Monterey.

TANKAGE.—Domestic packing house tankage, ground, fertilizer grade, quoted at $3 and 10c. per unit-ton, f.o.b. cars, Los Angeles. Dry rendered, ground, quoted at 70c. per unit of protein, f.o.b. cars, San Francisco. Unground, dry rendered, quoted at 60c.

BONE MEAL.—Domestic and imported steamed bone meal, quoted in range, according to seller and quality, at $25 to $32 per ton, delivered Pacific Coast ports.

BLOOD MEAL.—Domestic quoted at $2.90 per unit, f.o.b. cars, Los Angeles.

"ANOTHER ORDER CANCELLED! SHIPMENT DAMAGED BY WATER! CAN I CONTROL THE WEATHER?!!"
"WANTA MAKE A HIT WITH THE BOSS? TELL HIM ABOUT BEMIS WATERPROOF BAGS."
BEMIS Waterproof BAGS
"OH BOY! IS IT RAINING ORDERS! BEMIS WATERPROOF BAGS SURE DID THE TRICK."
BEMIS Waterproof BAGS
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Does moisture affect your product? Then investigate Bemis Waterproof Bags! They keep your product dry and "factory fresh" until ready for use. These new type containers boost sales, reduce damage claims, save on packing, handling and shipping costs. Send for information.

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Bemis 3-Ply Protection
Burlap or cotton cemented to sift-proof paper with a flexible waterproof adhesive.

Agricultural Chemists Ass'n Broadens Scope

(Continued from page 3)

also to other research workers inviting them to participate in this work. In order to avoid hasty decisions on new testing methods, the association adopted amendments to its by-laws providing that no method should be adopted as official until it has been subjected to collaborative study and has been recommended for adoption at two annual meetings of the A.O.A.C., and also that no official method should be repealed until the repeal has been recommended at two annual meetings.

The annual Wiley memorial address was delivered by Dr. C. A. Browne, supervisor of chemical research of the U. S. Bureau of Chemistry and Soils, on the subject of "A Few Unsolved Problems of Agricultural Chemistry." The nature of germination of seed was described by Dr. Brown as one of the most challenging problems and as being almost unknown even in connection with those crops which have been most studied. He said information on this subject was like a crossword puzzle with only two or three words filled in. The relation of soil and climate to the yield and composition of crops, such as sugar, corn, and wheat, and many others, was mentioned as being of the highest importance.

Other Problems Listed

Other problems challenging the agricultural chemist were listed by Dr. Brown as including the nature of nectars and other aqueous fluids in the plant; the importance of minor minerals in soil and their influence on the mineral elements of crops; the deterioration of agricultural products by spontaneous decomposition even though apparently sterile. Turning to economic problems which are partly outside the laboratory but nevertheless within the field of agricultural chemistry, Dr. Brown suggested studies to determine what crops are economic in certain areas.

The address of the president, Dr. C. C. McDonnell of the U. S. Food and Drug Administration, was on the subject "The Insect Menace and the Role of Chemistry in Combating It."

Insects are older and better fitted for life on the earth than man, and in many respects are more intelligent and more cooperative, but while insects have harassed men in all ages, until recently there has been a tendency on the part of the public to do nothing about it, the speaker declared. He said that the loss in dollars caused by insects to agriculture is impossible to estimate, but some authorities have said that insects nullify the labor of 1,000,000 men annually, while others have estimated this loss at greater than the amount of money spent for education, not counting insect damage to other activities than agriculture and not including fungi damage. The insect menace in this country is definitely increasing rapidly, due to importations and migrations of insects, facilitated by modern transportation, Dr. McDonnell said.

Sulphanilamide Discussed

At the close of the meeting the association adopted referees' reports on about 150 subjects, some of them being approved as official or as tentative methods and others referred back for further collaborative study. The recent problem of standardizing and detecting the new drug sulphanilamide, while not on the program, received considerable informal discussion, and the association voted to appoint a set of referees to study this drug during the coming year.

The drug section was much interested in a report presented by Dr. Arno Viehoever of the Philadelphia College of Pharmacy and Science on the possibilities of testing drugs through their action on daphnia, a very small but transparent water bug of the crab family. By means of a powerful microscope he threw on the screen the images of living daphnia, revealing the operation of their hearts, digestive systems, and other living functions.

On recommendation of the committee on definition of terms and interpretation of results on fertilizers and liming materials, the association approved several definitions as tentative and others for first official action. Under the by-laws those definitions accepted as tentative will become official next year if objection is not raised in the meantime, while those accepted for first action will become tentative next year. These definitions are as follows:—

Official First Action

Dolomite

Dolomite is a mineral composed chiefly of carbonates of calcium and magnesium in substantially uni molal proportions.

Primary Fertilizer Components

Primary Fertilizer Components are those at present generally recognized by law as necessary to be guaranteed in fertilizers:—namely, nitrogen, phosphoric acid and potash.

Secondary Fertilizer Components

Secondary Fertilizer components are those other than the "primary fertilizer components" that are essential to the proper growth of plants and that may be needed by some soils. Some of these components are:—calcium, magnesium, sulfur, manganese, copper, zinc and boron.

Bat Manure

Bat manure is the dry excrement of bats.

Bat Guano

Bat guano is partially decomposed bat manure.

Analysis

The word analysis, as applied to fertilizer, shall designate the percentage composition of the product expressed in those terms that the law requires and permits.

First Reading as Tentative

Calcium Nitrate

Calcium nitrate (nitrate of lime) is a commercial product consisting chiefly of calcium nitrate, and it should contain not less than fifteen percent (15%) of nitrogen.

Superphosphate

Superphosphate 24 percent or below is a commercial product consisting largely of available phosphates and calcium sulphate resulting from treating ground phosphate rock with sulphuric acid. The grade which shows the available phosphoric acid should always be used as a prefix to the name.

Example:—18 percent superphosphate.

Superphosphate over 24 percent is a commercial product consisting largely of available phosphates and some calcium sulphate resulting from treating ground phosphate rock with phosphoric acid or both phosphoric acid and sulphuric acid. The grade which shows the available phosphoric acid should always be used as a prefix to the name.

Example:—45 percent superphosphate.

Ammoniated Superphosphate

Ammoniated superphosphate is the product obtained when superphosphate is treated with ammonia either alone or with a solution containing free ammonia and other forms of nitrogen dissolved therein.

Bids Wanted

Acid, Mixed:—2 cars; Commanding Officer, Picatinny Arsenal, N. J.; procurement 307, opening November 29.

Aluminum, Powdered:—6,000 pounds; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Ammonia:—Supplies; Sales Officer, Army War College, Fort Humphreys, D. C.; procurement 917-13, opening November 15.

Burnt Sienna:—1,000 pounds; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Carbon Bisulphite:—1,000 gallons; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Caustic Soda:—6,500 cans; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.
50,016 13-ounce cans; Depot Quartermaster, Marine Corps, 1100 South Broad street, Philadelphia; schedule 340, opening November 12.

Chrome Green:—10,000 pounds; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Cutting Oil, Soluble:—600 gallons; Commanding Officer, Springfield Armory, Mass.; procurement 62, opening November 10.

Diesel Oil:—Supplies as required during the period January 1 to June 30; Chief, Purchase and Sales Section, U. S. Maritime Commission, Washington; procurement P & S 113, opening November 16.

Drugs and Chemicals:—102 items; Commanding Officer, St. Louis Medical Depot, St. Louis, Mo.; procurement 13, opening November 26.

Enamel, Pigmented:—600 quarts; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Enamel, White:—1,000 gallons; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Fuel Oil:—Supplies as required during the period January 1 to June 30; Chief Purchase and Sales Section, U. S. Maritime Commission, Washington; procurement P & S 111, opening November 10.

Fuel Oil, Aircraft Diesel:—3,500 gallons; Supply Officer, Navy Aircraft Factory, Navy Yard, Philadelphia; requisition 197 Aero, opening November 9.

Fuel Oil, Navy:—Supplies for delivery at Charleston, S. C.; Bureau of Supplies and Accounts, Navy Department, Washington; schedule 2042, opening November 19.
70,000 barrels for delivery at Guantanamo Bay, Cuba; Bureau of Supplies and Accounts, Navy Department, Washington; schedule 2043, opening November 23.

Gasoline, Aviation, High Octane Grade:—1,200,000 gallons for delivery at Los Angeles Harbor or Long Beach, Cal.; Bureau of Supplies and Accounts, Navy Department, Washington; schedule 1928, opening November 16.

Grease, Cup:—3,000 pounds; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Lacquer, Plastic Brush:—200 gallons; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Lard:—Supplies; U. S. Engineer Office, Federal building, Buffalo, N. Y.; circular 67, opening November 22.

Lard and Lard Substitute:—Supplies for various deliveries; Subsistence Officer, District H, C.C.C., Fort Benning, Ga.; procurement 54-3-32, opening November 12.
Supplies; Quartermaster, Fort Hoyle, Md.; procurement 418-18, opening November 23.
Supplies for various deliveries; District Sales Officer, C.C.C., Vancouver Barracks, Wash.; procurement 5919-22, opening November 15.

Mayonnaise:—Supplies; Sales Officer, Fort Benjamin Harrison, Ind.; procurement 384-22, opening November 16.

Nitrogen:—30,000 cubic feet; Chemical Warfare Service, Edgewood Arsenal, Md.; procurement 140, opening November 11.

Oleomargarin:—Supplies for various deliveries during the period January 1 to March 31; Procurement Division, Veterans Administration, Washington; procurement 43-S, opening November 17.

Paint:—1,200 gallons; Quartermaster, Marine Corps, Washington; schedule 341, opening November 12.

Paint Thinner:—880 gallons; Quartermaster, Marine Corps, Washington; schedule 341, opening November 12.
3,000 gallons; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Paint and Varnish Remover:—500 gallons; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Petrolatum:—9,900 pounds for Chicago and Perry Point; Procurement Division, Veterans Administration, Washington; procurement 374, opening November 12.

Rust Preventive Compound:—10,000 pounds; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Salt:—Supplies; U. S. Engineer Office, Federal building, Buffalo, N. Y.; circular 67, opening November 22.

Scouring Powder:—Supplies; Sales Officer, Fort Benjamin Harrison, Ind.; procurement 384-22, opening November 16.

Shellac, Orange Flake:—10,000 pounds; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Shoe Polish:—Supplies; Sales Officer, Army War College, Fort Humphreys, D. C.; procurement 917-13, opening November 15.

Soap, Laundry:—Supplies; Sales Officer, Fort Benjamin Harrison, Ind.; procurement 384-22, opening November 16.
Supplies; Sales Officer, Army War College, Fort Humphreys, D. C.; procurement 917-13, opening November 15.
Supplies; Sales Officer, Army War College, Fort Humphreys, D. C.; procurement 917-13, opening November 15.

Soap Powder:—Supplies; Sales Officer, Army War College, Fort Humphreys, D. C.; procurement 917-13, opening November 15.
Supplies; Sales Officer, Army War College, Fort Humphreys, D. C.; procurement 917-13, opening November 15.

Soap, Toilet:—Supplies; Sales Officer, Fort Benjamin Harrison, Ind.; procurement 384-22, opening November 16.

Soda, Laundry:—200,000 pounds; Quartermaster Supply Officer, Army Base, Brooklyn, N. Y.; procurement 626-91, opening November 26.

Soda Sulphate:—6,000 pounds; Commanding Officer, Picatinny Arsenal, N. J.; procurement 300, opening November 9.

Sodium Bichromate:—2,400 pounds; Commanding Officer, Picatinny Arsenal, N. J.; procurement 306, opening November 9.

Spices and Flavorings:—Supplies for various deliveries; Contracting Officer, Quartermaster Corps, St. Louis, Mo.; procurement 801-39, opening November 10.
Supplies for various deliveries; Purchasing and Contracting Officer, Quartermaster Section, Eighth Corps, Area General Depot, Fort Sam Houston, Tex.; procurement 503-88, opening November 19.
Supplies; Sales Officer, Army War College, Fort Humphreys, D. C.; procurement 917-13, opening November 15.
Supplies for various deliveries; Quartermaster Supply Officer, Army Base, Brooklyn, N. Y.; procurement 626-88, opening November 12.
Supplies; U. S. Engineer Office, Federal building, Buffalo, N. Y.; circular 67, opening November 22.

Starch, Laundry:—750,000 pounds; Quartermaster Supply Officer, Army Base, Brooklyn, N. Y.; procurement 626-91, opening November 26.

Sulphuric Acid:—3 cars; Commanding Officer, Picatinny Arsenal, N. J.; procurement 307, opening November 29.

Tooth Powder:—Supplies; Sales Officer, Fort Benjamin Harrison, Ind.; procurement 384-22, opening November 16.
Supplies; Sales Officer, Army War College, Fort Humphreys, D. C.; procurement 917-13, opening November 15.

Turpentine:—3,000 gallons; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Varnish, Damar:—300 gallons; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Varnish, Spar Mixing:—3,000 gallons; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Wax, Floor, Water-Emulsion:—1,725 gallons; Contracting Officer, Material Division, Air Corps, Wright Field, Dayton, O.; procurement 383, opening November 10.

Witchhazel:—Supplies for various deliveries; Quartermaster Supply Officer, Army Base, Brooklyn, N. Y.; procurement 626-88, opening November 12.

Zinc Oxide in Oil:—50,000 pounds; General Purchasing Officer, Panama Canal, Washington; schedule 3299, opening November 18.

Westboyd Chemical Company, Chicago, reports removal to its new plant at 1301-13 West Thirty-first street, Chicago, October 26, with newer and greater facilities. Telephone Lafayette 0465-6.

Murphy protective committee for the 5 percent secured debentures of the Kruger & Toll Company, reports that it will distribute to holders of its certificates of deposit November 15, $95 for each $1,000 nominal amount of debentures deposited.

Shipping Information

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Imports at U.S. Ports

New York Imports

ACID, ACCUMULATOR — 1 balloon, Globe Shipping Co, New York, Hamburg
COTTONSEED OIL — 58 bbls, 12 tons, 5 cwt, 2 qtrs, 15 lbs, I R Boody & Co, Artigas, Hull
53 bbls, 11 tons, 16 cwt, 1 qtr, 17 lbs, Artigas, Hull
CRESYLIC—45 dms, Crowley Tar Prod Co, American Shipper, Manchester
NAPHTHENIC — 139 dms, 70,360 lbs, Shell Union Oil Corp, Exiria, Constanza
136 dms, 63,115 lbs, Exiria, Constanza
AGAR AGAR—10 bls, Consumers Import Co, Vinni, Yokohama
15 bls, Mitsubushi Shoji Kaisha, Vinni, Kobe
ALCOHOL, DENAT — 311 dms, C P Chemical Solvents, San Juan, Ponce
565 dms, A Mersch, Caracas, San Juan
ALKANET ROOT — 2 bls, Peek & Velsor, Manhattan, Hamburg
ALLSPICE — 34 bgs, Eggers & Heinlein, Platano, Livingston
ALOE — 300 cs, Selma Mercantile Corp, Caracas, Aruba
46 cs, Selma Mercantile Corp, Caracas, Curacao
50 cs, De Sola Bros, Caracas, Curacao
ALUM POTASH — 234 cks, Volendam, Rotterdam
AMIDOGUANIDIN — 14 cs, 3,564 lbs, Remington Arms Co, New York, Hamburg
AMMONIA, SULPHOCYANIDE — 35 kgs, 2 tons, 13 cwt, 1 qtr, 15 lbs, American Cyanamid & Chem Co, Scythia, Liverpool
20 kgs, 1 ton, 1 cwt, Pfaltz & Bauer, Scythia, Liverpool
ANTIMONY — 17 cks, 5 tons, 5 cwt, 2 qtrs, 16 lbs, Stanley Fullwood, Scythia, Liverpool
ORE—354 bgs, Philipp Bros, Santa Inez, Arica
376 bgs, American Smelting Co, Santa Inez, Arica
248 bgs, Philipp Bros, Santa Inez, Antofagasta
ARCHIL LIQUID — 3 cks, 19 cwt, 2 qtrs, 6 lbs, Empire Color & Chem Co, Scythia, Liverpool
ARROWROOT — 900 bbls, 200 bgs, Morningstar-Nicol, Ingrid, St Vincent
ARSENIC—159 bbls, American Smelting & Refg Co, Agwistar, Tampico
WHITE—150 cs, American Cyanamid & Chem Co, Manhattan, Hamburg
ARTIST'S MATERIAL—5 cs, Favor, Ruhl & Co, American Trader, London
3 cs, Winsor & Newton, American Trader, London
4 cs, Gallagher & Ascher, Volendam, Rotterdam
ASBESTOS—800 bgs, Asbestos Ltd, Exiria, Limassol
20 bgs, Walker & Forbes, American Trader, London
ASPHALT—826 cakes, New York, Bremen
350 bgs, A V Berner & Co, Seatrain New York, Havana
BABASSU KERNELS—5,026 bgs, General Foods Corp, Whitford Point, Para
BARBASCO ROOT—992 bls, Astoria Import & Mfg Co, Whitford Point, Para
BARK, MEDICINAL—60 bls, Exeter, Marseilles
BARYTES—740 bgs, New York, Bremen
740 bgs, Europa, Bremen
300 bgs, Whittaker, Clark & Daniels, Black Eagle, Rotterdam
BLACK MINERAL—12 cks, Reichard, Coulston, Volendam, Rotterdam
BONE MEAL—544 bgs, Lucia C, Trieste
BONES—1 car, Geck Trading Corp, Seatrain New York, Havana
BRISTLES—5 cs, New York, Hamburg
36 cs, J H Schroeder Banking Corp, American Trader, London
3 cs, Continental Bank Trust Co, American Banker, London
58 cs, American Trader, London
27 cs, Chesnut, Cooper & Co, Queen Mary, Southampton
7 cs, H Rosenhirsch Co, Vinni, Kobe
11 cs, F H Cone & Co, Vinni, Kobe
BRONZE POWDER—8 cs, Heemsoth, Kernef Corp, New York, Hamburg
3 cs, B F Drakenfeld & Co, Europa, Bremen
CALCIUM TARTRATE — 95 bgs, Exiria, Piraeus
CANAIGRE ROOT—40 bgs, Siboney, Vera Cruz
CANARY SEED—1,050 bgs, A G Dunn, Exiria, Tekirdag
1,450 bgs, Exiria, Tekirdag
CARAWAY SEED—50 bgs, 5,500 lbs, Habicht Braun & Co, Volendam, Rotterdam
200 bgs, 22,000 lbs, M Witsenburg, Volendam, Rotterdam
100 bgs, 11,000 lbs, Importers Commi Co, Volendam, Rotterdam
300 bgs, 33,000 lbs, B H Old & Co, Volendam, Rotterdam
CARDAMOM—5 cs, P H Petry & Co, Platano, Livingston
44 cs, Brown Bros, Harriman Co, Cyldebank, Colombo
CASHEW SHELL LIQUID—759 dms, Clydebank, Cochin
CASSIA—50 bls, L A Guido, Ward, Hongkong
50 bls, I Harrison & Whitney, Ward, Hongkong
68 bls, Wood & Selick, Ward, Hongkong
50 bls, Ward, Hongkong
200 bls, P W Walsh, Ward, Hongkong
300 bls, United Naval Stores, Ward, Hongkong
CASTOR BEANS—3,400 bgs, Wessel, Duval & Co, Sheridan, Bahia
1,700 bgs, Spencer Kellogg & Sons, Sheridan, Bahia
3,400 bgs, L Dreyfus & Co, Sheridan, Pernambuco
3,400 bgs, National City Bank, Sheridan, Pernambuco
2,541 bgs, Sheridan, Bahia
5,100 bgs, Sheridan, Pernambuco
1,694 bgs, Sheridan, Ceara
833 bgs, Sheridan, Para
2,400 bgs, L Dreyfus & Co, Whitford Point, Para
17,740 bgs, Baker Castor Oil Co, Whitford Point, Para
11,063 bgs, Whitford Point, Para
CHALK—200 bgs, Whittaker, Clark & Daniels, New York, Hamburg
NEUBERG—50 bgs, Innis, Speiden & Co, Manhattan, Hamburg
CHAMOIS—1 cs, Hinrichs & Pearsall, Manhattan, Havre
CHEMICALS—2 bbls, F Behrend, Scanmail, Copenhagen
20 cks, 20 cs, Wm Neuberg, New York, Hamburg
9 bbls, P C Kuyper & Co, New York, Hamburg
50 bbls, 10 cs, American Cyanamid & Chem Co, New York, Hamburg
2 cs, J E Bernard & Co, New York, Hamburg
2 cs, Akatos, Inc, New York, Hamburg
1 cs, P H Petry & Co, New York, Hamburg
80 bbls, Hummel Chem Co, New York, Hamburg
469 cs, 34 bbls, 25 cks, New York, Hamburg
7 cks, E I du Pont de Nemours & Co, New York, Bremen
2 cks, Th Goldschmidt Corp, New York, Bremen
100 bbls, Henri Jaspar, Antwerp
25 cs, American Trader, London
143 cks, Gustav Proisdorfer, Volendam, Rotterdam
30 kgs, 5 bbls, Pfaltz & Bauer, Volendam, Rotterdam
4 cks, Robinson-Wagner Co, Volendam, Rotterdam
42 cks, Whittaker, Clark & Daniels, Volendam, Rotterdam
16 pkgs, Volendam, Rotterdam
50 crbys, American Bluefriesveen, Volendam, Rotterdam
19 cks, National City Bank, Europa, Bremen
7 cks, Stanley Doggett, Europa, Bremen
10 pkgs, Europa, Bremen
1,000 bgs, Black Eagle, Rotterdam
200 bgs, I Hecht, Black Eagle, Rotterdam
51 bgs, Hummel Chem Co, Black Eagle, Rotterdam
CHINA CLAY—1,631 tons, 56 cwt, J W Higman Co, Rigel, Fowey
1,496 tons, 16 cwt, Paper Makers Import Co, Rigel, Fowey
84 bgs, 3 tons, 2 cwt, English China Clay Sales Corp, Scythia, Livernool
CHROME METAL—16 dms, C Tennant Sons & Co, American Trader, London
20 dms, Driver, Harris Co, American Shipper, Manchester
ORE—2,000 tons, Electro Metallurgical Co, Canadian Cruiser, Paagonmene
CINCHONA BARK—100 bls, New York Quinine & Chemical Works, Volendam, Rotterdam
5 cs, W E Martin, Black Eagle, Rotterdam
PRODUCTS—100 dms, 29 cs, R W Greeff & Co, Volendam, Rotterdam
CLAY—300 bgs, L A Salomon & Bros, New York, Hamburg
330 bgs, Milton Greenebaum, Volendam, Rotterdam
BALL—775 tons, J W Higman Co, Rigel, Fowey
COALTAR INTERMEDIATES—50 cks, General Aniline Works, New York, Hamburg
10 cks, General Dyestuff Corp, New York, Hamburg
6 cks, General Aniline Works, Volendam, Rotterdam
6 dms, General Dyestuff Corp, Europa, Bremen
COBALT METAL—45 pkgs, Central Trading Corp, Henri Jaspar, Antwerp
COCOA BEANS—500 bgs, W R Grace & Co, Santa Inez, Guayaquil
2,000 bgs, Buenaventura, Cristobal
163 bgs, W & A Leaman, Amazone, Curacao
60 bgs, Curacao Trading Co, Amazone, Curacao
232 bgs, Amazone, Curacao
100 bgs, Amazone, Port de Paix
1,000 bgs, Guaranty Trust Co, Sheridan, Bahia
500 bgs, Curacao Trading Co, Almena, Sanchez
1,700 bgs, Machado & Co, Almena, Sanchez
315 bgs, Gillespie & Co, Almena, Sanchez
150 bgs, Curacao Trading Co, Almena, Porto Plata
50 bgs, Royal Bank of Canada, Almena, Porto Plata
117 bgs, Porcella, Vicini & Co, Almena, Porto Plata
161 bgs, Curacao Trading Co, Coamo, Trujillo
1,206 bgs, W & A Leaman, Volendam, Rotterdam
1,000 bgs, Whitford Point, Para
750 bgs, Wood & Selick, Ingrid, Port Spain
29 bgs, Meyer Co, Ingrid, Port Spain
16 bgs, Ingrid, Port Spain
867 bgs, Toloa, Cristobal
250 bgs, Machado & Co, Caracas, La Guaira
783 bgs, Southern Cross, Trinidad
COCONUTS—448 bgs, 44,800 lbs, General Foods Corp, Platano, Pto Castilla
200 bgs, 20,000 lbs, Standard Fruit & S S Co, Amapala, La Ceiba
1,308 bgs, 130,800 lbs, Universal Import & Export Co, Haiti, Kingston
1,289 bgs, 128,900 lbs, General Foods Corp, Haiti, Kingston
1,100 bgs, 110,000 lbs, I L Toledano Corp, Buenaventura, Cristobal
180 bgs, 180,000 lbs, Lundt & Co, Almena, Sanchez
157 bgs, 15,700 lbs, Simons & French, Coamo, San Juan
40 bgs, 4,000 lbs, P R Fruit Exchange, Coamo, San Juan
COCONUT DESIC—1,570 cs, General Foods Corp, Fernbrook, Manila
COLOCYNTH—27 bls, Clydebank, Port Sudan
COLORS—75 cks, Reichard Coulston, New York, Bremen
3 cs, E H Frederichs, Henri Jaspar, Antwerp
75 cks, Reichard Coulston, Europa, Bremen
CERAMIC—2 cs, B F Drakenfeld & Co, American Shipper, Liverpool
COBALT—1 cs, Hensel, Bruckman & Lorbacher, New York, Hamburg
DRY—13 cks, Stanley Doggett, American Trader, London
40 cks, C J Osborn & Co, Volendam, Rotterdam
50 cks, Stanley Doggett, Black Eagle, Rotterdam
EARTH—45 cks, Calco Chem Co, New York, Bremen
45 cs, Calco Chem Co, Europa, Bremen
COPAIBA BALSAM—30 cs, 3,000 lbs, Sheridan, Manaos
60 cs, 6,000 lbs, Whitford, Point Para
COPPERAS—200 kegs, 21 tons, 1 cwt, 1 qtr, 20 lbs, Robinson, Wagner Co, Artegas, Hull
DIGITALIS LEAVES—33 pkgs, 3,311 lbs, New York, Hamburg
DRUGS, CRUDE—100 cs, Central Hanover Bank, American Trader, London
DUTCH METAL—1 cs, B F Drakenfeld & Co, Europa, Bremen
DYES, ALIZARIN—12 cks, 11 jugs, 16 dms, General Dyestuff Corp, Volendam, Rotterdam
ANILIN—1 pkg, 61 cks, General Dyestuff Corp, New York, Hamburg
3 cks, L & R Organic Prod Co, Volendam, Rotterdam
3 cs, 376 cks, 16 dms, General Dyestuff Corp, Volendam, Rotterdam
3 cks, 2 cs, General Dyestuff Corp, Europa, Bremen
1 dm, E I DuPont de Nemours Co, Scythia, Liverpool
ELDER FLOWERS—20 bls, J L Hopkins & Co, Manhattan, Hamburg
ERGOT—49 cs, 2 tons, 10 cwt, 3 qtrs, Lo Curto & Funk, Bajamar, London
80 cs, 11,166 lbs, New York, Hamburg
FILTER, COMP — 20 cs, Filter Corp of America, Manhattan, Hamburg
MASS—1 cs, Aug Giese & Son, New York, Hamburg
PAPER—11 cs, H Reeve, Angel & Co, American Trader, London
10 cs, 33 bls, H Reeve, Angel & Co, Queen Mary, Southampton
FLAXSEED — 3,171,952 kilos, 126,878 bus, L Dreyfus & Co, Primero, Santa Fe
2,924,048 kilos, 116,961 bus, L Dreyfus & Co, Primero, Rosario
1,016,000 kilos, 40,640 bus, L Dreyfus & Co, Primero, Buenos Aires
79 bgs, National City Bank, Southern Cross, Buenos Aires
761 bgs, 1,674 bus, L Dreyfus & Co, Southern Cross, Buenos Aires
1,956 tons, 78,240 bus, L Dreyfus & Co, Southern Cross, Buenos Aires
FLEASEED—60 bls, Exeter, Marseilles
FLINT, CRUSHED—410 bgs, D C Andrews & Co, American Trader, London
FLORAL WATER — 158 demij, Magnus, Mabee & Reynard, Exeter, Marseilles
FUMIGATING PASTILS—8 cs, S B Penick & Co, New York, Hamburg
GELATIN—140 bgs, R M D McLellan, Black Eagle, Rotterdam
GLASS, PLATE—35 cs, S A Bentheim & Co, Manhattan, Hamburg
1 cs, Schenker & Co, Manhattan, Hamburg
72 cs, New York, Hamburg
WINDOW—5 cs, Semon, Bache & Co, Manhattan, Hamburg
31 cs, Henri Jaspar, Antwerp
8 cs, Perry Ryer & Co, Europa, Bremen
12 cs, Schrenk & Co, Scythia, Liverpool
24 cs, Leo Popper & Son, Scythia, Liverpool
GLUE—200 bgs, H Bierschenk Co, Black Eagle, Rotterdam
VEGETABLE — 8 cks, G H Timm & Co, Queen Mary, Southampton
GLUESTOCK—540 bgs, American Express Co, Scythia, Liverpool
GLYCERIN—1 cs, Akatos, Inc, New York, Hamburg
GRAPHITE—572 bgs, Irving Trust Co, City of Worcester, Colombo
333 bgs, Asbury Graphite Co, Clydebank, Colombo
GREASE, WOOL—111 dms, 65 bbls, 35 tons, 15 cwts, 1 qtr, 25 lbs, Hummel Chem Co, Scythia, Liverpool
GUM—60 bgs, 22 cs, S B Penick & Co, Clydebank, Aden
14 pkgs, Chicle Development Co, Ingrid, Port Spain
ARABIC—250 bgs, H Heide, Clydebank, Port Sudan
300 bgs, S B Penick & Co, Clydebank, Port Sudan
150 bgs, Paul A Dunkel & Co, Clydebank, Port Sudan
250 bgs, Thurston & Braidich, Clydebank, Port Sudan
300 bgs, T M Duche & Sons, Clydebank, Port Sudan
CHICLE—427 bls, Chicle Development Co, Platano, Porto Barrios
33 bls, Toloa, Kingston
COPAL—280 bgs, Stroock & Wittenburg, Malayan Prince, Singapore
60 bskts, O G Innes Corp, Malayan Prince, Macassar
56 bskts, W H Scheel, Malayan Prince, Macassar
219 bskts, France, Campbell & Darling, Malayan Prince, Macassar
219 bskts, Gillespie-Rogers-Pyatt Co, Malayan Prince, Macassar
310 bskts, T G Cooper & Co, Malayan Prince, Macassar
380 bgs, Stroock & Wittenburg, Henri Jaspar, Antwerp
161 bgs, G W S Patterson & Co, American Trader, London
DAMMAR—100 cs, Stroock & Wittenburg, Malayan Prince, Singapore
180 cs, O G Innes Corp, Malayan Prince, Singapore
210 bgs, G W S Patterson & Co, Malayan Prince, Singapore
50 bgs, W H Scheel, Malayan Prince, Singapore
400 bgs, France, Campbell & Darling, Malayan Prince, Singapore
150 cs, 50 bgs, Stroock & Wittenburg, Malayan Prince, Batavia
197 bgs, Gillespie-Rogers-Pyatt Co, Malayan Prince, Macassar
KAURI—102 cs, 100 bgs, Stroock & Wittenburg, Ardenvohr, Auckland
LABDANUM—1 cs, A Chiris Co, Exeter, Marseilles
LOCUST BEAN—3 bgs, T M Duche & Sons, Exeter, Genoa
42 bls, J L Hopkins & Co, Manhattan, Hamburg
TRAGACANTH—14 cs, A D Isbetcherian, Exeter, Haifa
12 cs, Imperial Bank of Persia, Exeter, Haifa
16 cs, 3 bgs, Imperial Bank of Iran, Exeter, Beyrouth
GYPSUM—5,150 tons, U S Gypsum Co, Gypsum Empress, Windsor
204 bgs, 10 tons, 1 qtr, 12 lbs, L A Salomon & Bros, Scythia, Liverpool
HENBANE LEAVES—7 bls, J L Hopkins & Co, Manhattan, Hamburg
HENNA LEAVES—125 bls, J L Hopkins & Co, City of Worcester, Port Said
78 bls, City of Worcester, Port Said
HERBS, MEDICINAL—11 bgs, 8 bls, New York, Hamburg
101 bls, 5 cs, New York, Hamburg
14 bls, Knickerbicker Mills Co, New York, Hamburg
1 cs, McKesson & Robbins, American Trader, London
HOPS—5 bls, H Reifenberg, Black Eagle, Rotterdam
20 bls, L Baer, Black Eagle, Rotterdam
10 bls, Northampton Brewery Corp, Manhattan, Hamburg
8 bls, A Ginsmer, Manhattan, Hamburg
2 bls, A Hurst & Co, Manhattan, Hamburg
15 bls, J Sonnenscheim Hop Co, Manhattan, Hamburg
HOPS—150 bls, S S Steiner, Manhattan, Hamburg
40 bls, Manhattan, Hamburg
10 bls, Globe Shipping Co, Manhattan, Hamburg
30 bls, J D Smith Co, New York Hamburg
10 bls, Otto Seidenberg, New York, Hamburg
10 bls, J Sonnenscheim Hop Co, New York, Hamburg
60 bls, R F Downing & Co, New York, Hamburg
76 bls, S S Steiner, New York, Hamburg
6 bls, Globe Shipping Co, New York, Bremen
5 bls, Holland American Line, Volendam, Rotterdam
HUCKELBERRIES — 14 bgs, Knickerbocker Mills Co, New York, Hamburg
INDIGO—9 cks, General Dyestuff Corp, Volendam, Rotterdam
IPECAC ROOT—23 bgs, C E Griffin Co, Buenaventura, Cristobal
16 bgs, Sharp & Dohme, Buenaventura, Cristobal
IRON ORE—75 tons, American Express Co, Artigas, Liverpool
39 dms, Reichard-Coulston, American Shipper, Liverpool
OXIDE — 51 cks, Robinson, Wagner Co, Volendam, Rotterdam
20 cks, J A McNulty, American Shipper, Manchester
SAND—200 bgs, 9 tons, 2 cwt, 16 lbs, Artigas, Dundee
ISINGLASS—20 cs, American Trader, London
JALAP ROOT—20 bgs, Siboney, Vera Cruz
KYANITE—14 tons, 2 cwt, City of Worcester, Calcutta
LAUREL LEAVES—172 bls, 22,000 lbs, Van Loan & Co, Exiria, Piraeus
360 bls, 44,000 lbs, Exiria, Piraeus
LAVENDER FLOWERS—2 bgs, Yardley & Co, American Trader, London
LEAVES, MEDICINAL—74 bls, Exeter, Marseilles
14 cs, New York, Hamburg
LICORICE ROOT—94 bgs, 6,958 lbs, W E Martin, Exiria, Izmir
154 bgs, 11,400 lbs, S B Penick & Co, Exiria, Izmir
LOCUST BEAN—300 bgs, 33,528 lbs, Irving Trust Co, Exiria, Limassol
850 bgs, Lucia C, Bari
LYCOPODIUM—20 cs, McKesson & Robbins, Bajamar, London
MACE—48 cs, C T Wilson & Co, Malayan Prince, Macassar
18 cs, Malayan Prince, Banda
70 cs, Knickerbocker Mills Co, Malayan Prince, Macassar
14 cs, Van Loan & Co, Malayan Prince, Macassar
MAGNESIA, CALCINED — 31 cs, Schofield-Donald Co, American Shipper, Liverpool
CARBONATE — 10 cs, 150 cks, Schofield-Donald Co, American Shipper, Liverpool
HYDRATE — 30 cs, Schofield-Donald Co, American Shipper, Liverpool
MAGNESITE, CALCINED—30 dms, Speiden, Whitfield Co, Volendam, Rotterdam
MANGANESE ORE — 64 cks, New York, Hamburg
MALLOW LEAVES — 9 bls, Peek & Velsor, Manhattan, Hamburg
MANNA—55 cs, Lcia C, Palermo
MATCHES, SAFETY—339 cs, Simons Distr Co, Manhattan, Oslo
MEDICINAL PREPS — 10 cs, J Personeni, Conti di Savoia, Naples
9 cs, Burroughs, Wellcome & Co, American Trader, London
2 cs, E Fougera & Co, American Trader, London
MICA—225 cs, General Electric Co, Clydebank, Calcutta
175 cs, Gilles-Rogers-Pyatt Co, Clydebank, Calcutta
15 cs, Queen Mary, Southampton
45 cs, Southern Cross, Rio de Janeiro
BLOCK—44 cs, City of Worcester, Calcutta
53 cs, E Munsell & Co, Clydebank, Calcutta
56 cs, Clydebank, Calcutta
DISCS—6 cs, City of Worcester, Calcutta
1 cs, Clydebank, Calcutta
FILM—35 cs, City of Worcester, Calcutta
SPLITTINGS — 61 cs, General Electric Co, City of Worcester, Calcutta
104 cs, City of Worcester, Calcutta
220 cs, Mica Insulator Co, City of Worcester, Calcutta
120 cs, Mica Insulator Co, Clydebank, Calcutta
61 cs, Clydebank, Calcutta
MUSTARD SEED—250 bgs, R F Downing & Co, American Trader, London
MYROBALAN EXTRACT — 486 bgs, 24 tons, 5 cwt, International Product Corp, Artigas, Hull
NAPHTHALENE—432 bgs, F B Bertrand, Artigas, Manchester
508 bgs, Charles Hardy, Argosy, Gdynia
4,400 bgs, White Tar Co, Black Eagle, Rotterdam
NUTGALLS—107 bgs, American Export Line, Exeter, Beyrouth
NUTMEGS—16 cs, Durkee Famous Foods, Malayan Prince, Macassar
20 cs, Van Loan & Co, Malayan Prince, Macassar
150 bgs, Middleton & Co, Ingrid, Grenada
100 bgs, Thomas Scott & Co, Ingrid, Grenada
NUX VOMICA—40 bgs, 1,786 pkts, Clydebank, Cochin
OCHER — 22 bbls, 5 tons, 14 cwt, Hummel Chem Co, Scythia, Liverpool
90 bgs, Reichard-Coulston, American Shipper, Liverpool
OIL, ALMOND BITTER—4 cs, Tambarel Prod Corp, Exeter, Marseilles
CASSIA—10 dms, Dodge & Olcott Co, Ward, Hongkong
10 dms, Fritzsche Bros, Ward, Hongkong
CASTOR—1 cs, E V Romaine, American Trader, London
CHINAWOOD—420 tons, Spencer Kellogg & Sons, Malayan Prince, Shanghai
CINNAMON LEAF—26 dms, R C Treatt & Co, American Trader, London
CITRONELLA—4 dms, Givaudan-Delawanna, Malayan Prince, Batavia
9 dms, Guaranty Trust Co, Clydebank, Colombo
COCONUT—472 tons, Guaranty Trust Co, Malayan Prince, Manila
5 cs, Schenker & Co, New York, Hamburg
COD—577 dms, Brown Bros, Harriman Co, New York, Hamburg
50 dms, I R Boody & Co, Vinni, Yokohama
CODLIVER—125 dms, United States Line, Manhattan, Hamburg
5 dms, Jacone Prod Co, Manhattan, Hamburg
ESSENTIAL—5 dms, Platano, Puerto Barrios
50 pkgs, Exeter, Marseilles
6 cs, Manhattan, Havre
11 pkgs, Yardley & Co, American Trader, London

OIL, ESSENTIAL—15 cs, Volendam, Rotterdam
12 cs, Queen Mary, Southampton
FISH LIVER—210 dms, S Emy, Vinni, Yokohama
FUEL—2,800,327 gls, Standard Oil Co of N J, Allan Jackson, Porto Mexico
94,000 bbls, Standard Oil Co of N J, Koll, Aruba
LAVENDER—5 dms, 9 cs, Tambarel Prod Corp, Exeter, Marseilles
LEMONGRASS—2 dms, Volkart Bros, Clydebank, Cochin
18 dms, Brown Bros Harriman Co, Clydebank, Cochin
12 dms, Irving Trust Co, Clydebank, Cochin
10 dms, Clydebank, Cochin
MINERAL—25 dms, Heemsoth, Kerner Corp, New York, Hamburg
150 dms, S Schwabacher & Co, New York, Hamburg
MUSTARD—50 dms, Balfour, Guthrie & Co, Vinni, Kobe
OITICICA—51 dms, Whitford Point, Para
175 dms, Sheridan, Ceara
102 dms, W R Grace & Co, Whitford Point, Para
300 dms, Chase Natl Bank, Whitford Point, Para
OLIVE—10 dms, Demosthenes, Costalos, Exeter, Piraeus
243 cs, Exeter, Leghorn
1,523 cs, Exeter, Genoa
50 dms, Lekas & Drivas, Exeter, Marseilles
25 dms, Acierno Bros, Exeter, Marseilles
90 dms, Atlantic & Pacific Tea Co, Exeter, Marseilles
100 dms, Exeter, Marseilles
50 dms, Conte di Savoia, Genoa
37 cs, Lucia C, Bari
100 dms, Lucia C, Palermo
ORANGE—10 cs, Barclay Bank, Toloa, Kingston
ORIGANUM—13 dms, Lo Curto & Funk, Exeter, Beyrouth
PALMAROSA—1 cs, J F Frank, Malayan Prince, Batavia
PERILLA—100 dms, Mitsubishi-Shoji-Kaisha, Vinni, Kobe
150 dms, Mitsubishi-Shoji- Kaisha, Vinni, Yokohama
PETITGRAIN—35 cs, Colgate—Palmolive-Peet Co, Southern Cross, Buenos Aires
PIMENTO LEAF—6 cs, Gillespie & Co, Haiti, Kingston
RAPESEED—50 dms, W R Grace & Co, Vinni, Nagoya
ROSEWOOD—4 dms, Sheridan, Para
TAR—1 dm, American Trader, London
THYME—11 dms, Exeter, Haifa
TURTLE—3 dms, Balfour, Guthrie & Co, American Trader, London
YLANG YLANG—1 cs, Tambarel Prod Corp, Exeter, Marseilles
3 dms, Norda Essential Oil & Chem Co, Clydebank, Aden
1 pkg, Fernbrook, Manila
OPIUM—52 cs, Lucia C, Trieste
PAINT, MIXED—11 cs, C A Willey, American Trader, London
PAPAIN—3 pkgs, Dodwell & Co, City of Worcester, Colombo
10 cs, J L Hopkins & Co, Clydebank, Colombo
PAPRIKA—10 bgs, Paprikas Weiss, New York, Hamburg
15 bgs, Schenker & Co, New York, Hamburg
85 bgs, 200 cs, New York, Hamburg
200 cs, Central Hanover Bank, New York, Hamburg
300 bgs, Van Loan & Co, Europa, Bremen
PATCHOULI LEAVES—79 bls, W J Bush & Co, Malayan Prince, Penang
PEATMOSS—364 bls, New Amsterdam Import & Supply Co, Bajamar, Glasgow
400 bls, New York, Hamburg
2,345 bls, Premier Peatmoss Corp, Volendam, Rotterdam
2,050 bls, Volendam, Rotterdam
300 bls, Half Moon Mfg Trading Co, Black Eagle, Rotterdam
PEPPER, BLACK—1,600 bgs, City of Worcester, Bombay
WHITE—170 bgs, C I Wilson & Co, Malayan Prince, Kota Baroe
PEPPERMINT HERBS—5 cs, Knickerbocker Mills Co, Manhattan, Hamburg
PETROLEUM, CRUDE—80,544 bbls, Gulf Oil Corp, Nore, Las Piedras
48,917 bbls, Warner Quinlan Co, Ranvik, Las Piedras
69,414 bbls, Warner Quinlan Co, Cymbeline, Tampico
42,565 bbls, Standard Oil Co of N J, Pioneer, Guira
106,954 bbls, Gulf Oil Corp, Gulfbird, Los Piedras
PIMENTO—25 bgs, Knickerbocker Mills Co, Toloa, Kingston
PITCH, STEARIN—60 dms, American Shipper, Manchester
POPLAR BUDS—7 bls, J L Hopkins & Co, Manhattan, Hamburg
POPPYSEED—100 bgs, 11,000 lbs, C M Van Sillevoldt, Scanmail, Gdynia
500 bgs, 25,000 lbs, M Witsenburg, Scanmail, Gdynia
350 bgs, 38,500 lbs, Levy & Levis Co, Scanmail, Gdynia
100 bgs, 11,000 lbs, Biddle Purchasing Co, Scanmail, Gdynia
100 bgs, 11,000 lbs, Jewett & Sherman, Scanmail, Gdynia
250 bgs, 27,500 lbs, J Loewith, Scanmail, Gdynia
50 bgs, 5,500 lbs, Habicht Braun & Co, Volendam, Rotterdam
200 bgs, 22,000 lbs, Levy & Levis Co, Volendam, Rotterdam
100 bgs, 11,00 lbs, R L Friedler, Volendam, Rotterdam
POTASH, MURIATE—746,768 kilos, N V Potash Export My, Artigas, Hamburg
PRUSSIATE—40 cks, Volendam, Rotterdam
14 cks, Paul Kuch Co, Volendam, Rotterdam
PYRETHRUM FLOWERS — 375 bls, J Powell & Co, Vinni, Kobe
100 bls, Guaranty Trust Co, Vinni, Kobe
23 bls, Vinni, Kobe
QUEBRACHO EXTRACT—850 bgs, International Prod Corp, Southern Cross, Buenos Aires
QUICKSILVER — 32 flasks, Chase National Bank, Agwistar, Tampico
60 flasks, Chase National Bank, Siboney, Vera Cruz

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QUININE SULPHATE — 5 cs, New York Quinine & Chem Works, Volendam, Rotterdam
RAPESEED—375 bgs, Wagner Bros Feed Corp, Vinni, Yokohama
RESIN—56 cs, Paul Bertuch & Co, Whitford Point, Para
49 cs, Whitford Point, Para
RHUBARB — 6 cs, 19 cwt, 2 qtrs, 13 lbs, McKesson & Robbins, Bajamar, London
5 cs, 16 cwt, 1 qtr, 3 lbs, Bajamar, London
ROOT, MEDICINAL—194 bls, Exeter, Marseilles
26 bgs, New York, Hamburg
40 bls, Henri Jaspar, Antwerp
12 bls, J L Hopkins & Co, Manhattan, Hamburg
SALTPETER—182 bgs, New York, Hamburg
SANDALWOOD BILLETS—915 bgs, W J Bush & Co, City of Worcester, Madras
SAND, GROUND—200 bgs, Whittaker, Clark & Daniels, Henri Jaspar, Antwerp
SAWDUST—329 bgs, State Chem Co, Volendam, Rotterdam
SEAWEED EXTRACT—60 bgs, 2 tons, 14 cwt, 2 qtrs, 16 lbs, National Adhesive Corp, Scythia, Liverpool
SEEDS, MEDICINAL—94 bgs, R D Heins, New York, Hamburg
SENNA LEAVES—200 bls, S B Penick & Co, City of Worcester, Colombo
100 bls, S B Penick & Co, Clydebank, Colombo
40 bls, J L Hopkins & Co, Clydebank, Colombo
88 bls, Clydebank, Port Sudan
PODS—25 bls, Clydebank, Colombo
SHELLAC—30 cs, A Hurst & Co, New York, Hamburg
SEEDLAC—250 bgs, Chase National Bank, City of Worcester, Calcutta
200 bgs, Argenti & Co, City of Worcester, Calcutta
75 bgs, Mantrose Corp, Clydebank, Calcutta
450 bgs, Philadelphia National Bank, Clydebank, Calcutta
750 bgs, Bank of London, South America, Clydebank, Calcutta
SILICA SCRAP—37 cks, International Selling Corp, Manhattan, Havre
SOAP BARK—10 bbls, Peek & Velsor, Manhattan, Hamburg
SOAP—6 cs, R F Downing & Co, Manhattan, Hamburg
9 cs, Titan Shipping Co, American Trader, London
BASE—5 kegs, 45 cs, Yardley & Co, American Trader, London
COMMON — 810 cs, Conti Product Corp, Exeter, Leghorn
POWDER—20 cs, Brauner & Co, New York, Hamburg
SADDLE—20 cs, Salomon & Philipps, American Trader, London
SODA, CARBONATE—4 cks, Burroughs, Wellcome & Co, American Trader, London
CYANIDE—1,200 cs, American Cyanamid & Chemical Co, New York, Hamburg
HYDROSULPHITE — 72 dms, New York, Hamburg
35 dms, General Dyestuff Corp, Volendam, Rotterdam
SILICOFLUORIDE—80 bbls, Hummel Chemical Co, New York, Hamburg
80 bbls, Innis, Speiden & Co, New York, Hamburg
150 bgs, Hummel Chemical Co, Lucia C, Venice
SOLVENTS—250 dms, C P Chemical Solvents, San Juan, Ponce
SPONGES—16 bls, N Y & Cuba Mail S S Co, Siboney, Havana
5 bls, Santa Elena, Havana
WASTE—10 bls, Santa Elena, Havana
6 bls, American Express Co, Santa Elena, Havana
SQUILL—73 bgs, J L Hopkins & Co, Exeter, Marseilles
STARCH, POTATO—75 bgs, Heemsoth Kerner Corp, Manhattan, Havre
RICE—25 bbls, H Kohnstamm & Co, Henri Jaspar, Antwerp
112 bbls, Stein, Hall & Co, Henri Jaspar, Antwerp
150 pkts, Half Moon Mfg Trading Co, Black Eagle, Rotterdam
STEATITE—10 bbls, M Kirchberger, Exeter, Leghorn
STORAX—1 cs, Tambarel Prod Corp, Exeter, Marseilles
SULPHUR, PRECIP—20 cks, 2 tons, 7 cwt, 8 lbs, Scythia, Liverpool
SUMAC—350 bgs, Lucia C, Palermo
TALC—400 bgs, Vinni, Kobe
TAPIOCA, FLOUR—1,000 bgs, Malayan Prince, Tjilatjap
1,522 bgs, Stein, Hall & Co, Malayan Prince, Batavia
1,655 bgs, National Adhesive Corp, Malayan Prince, Pasoeroean
575 bgs, Malayan Prince, Semarang
TARTAR—250 bgs, Exeter, Marseilles
388 bgs, Lucia C, Bari
TEAWASTE—587 bgs, Chemical Bank Trust Co, City of Worcester, Calcutta
1,523 bgs, Citro Chem Co, Clydebank, Calcutta
TIMBO, POWD—525 cs, Whitford Point, Para
TOILET PREPS—6 cs, R H Macy & Co, American Trader, London
TOLU BALSAM—25 cs, Wessel, Duval & Co, Toloa, Porto Colombia
TONKA BEANS—10 cs, Sheridan, Para
31 bbls, Irving Trust Co, Whitford Point, Para
TRICRESOL—3 cs, Sherka Chem Co, New York, Hamburg
VALONIA—281 bgs, Lucia C, Izmir
EXTRACT—56 bgs, 11,088 lbs, Tannin Corp, Exiria, Izmir
VANILLA BEANS—33 cs, Bank of Manhattan, Exeter, Marseilles
22 cs, Integrity Trust Co, Exeter, Marseilles
48 cs, Thurston & Braidich, Exeter, Marseilles
27 cs, Guaranty Trust Co, Exeter, Marseilles
41 cs, Exeter, Marseilles
23 cs, F Huber & Co, Siboney, Vera Cruz
30 cs, Dodge & Olcott Co, Siboney, Vera Cruz
29 cs, Thurston & Braidich, Siboney, Vera Cruz
27 cs, Irving Trust Co, Queen Mary, Southampton
CUTS—4 cs, F Huber & Co, Siboney, Vera Cruz
WAX, BEES—130 pkgs, McMiller Candle Co, Exeter, Alexandria
25 bgs, W M Allison & Co, Exeter, Alexandria
41 bgs, Will & Baumer Candle Co, Oriente, Havana
20 bgs, Agwistar, Tampico
48 bgs, D A Zorrilla, Agwistar, Tampico
13 bgs, Machado & Co, Almena, Sanchez
8 seroons, Lenape Trading Co, Siboney, Havana
13 seroons, Porcella, Vicini & Co, Siboney, Havana
6 bgs, Lenape Trading Co, Coamo, Trujillo
8 bgs, Schutte & Focke, Coamo, Trujillo
CANDELILLA—30 bgs, Agwistar, Tampico
690 bgs, D A Zorrilla, Agwistar, Tampico
CARNAUBA—28 bgs, Smith & Nichols, Sheridan, Ceara
141 bgs, F B Ross & Co, Whitford Point, Para
56 bgs, W M Allison & Co, Whitford Point, Para
85 bgs, Smith & Nichols, Whitford Point, Para
66 bgs, Lenape Trading Co, Whitford Point, Para
WAX, CARNAUBA—112 bgs, Bank of London, South America, Whitford Point, Para
167 bgs, Whitford Point, Para
MINERAL—9 bgs, General Dyestuff Corp, Volendam, Rotterdam
MONTAN—750 bgs, Strohmeyer & Arpe Co, New York, Hamburg
OZOKERITE—50 bgs, Black Eagle, Rotterdam
VEGETABLE—20 bgs, A Hurst & Co, Bajamar, Glasgow
WHITING—500 bgs, C B Chrystal & Co, Henri Jaspar, Antwerp
YEAST—150 bbls, Guaranty Trust Co, New York, Hamburg
200 kgs, Compressed Yeast Corp, New York, Hamburg
130 bbls, Vulkan Yeast Co, New York, Hamburg
20 dms, H S Head, New York, Hamburg
ZINC, OXIDE—30 cks, 8,118 lbs, State Chem Co, Scanmail, Gdynia
20 bbls, 5,368 lbs, Orbis Product Corp, Exeter, Marseilles
130 bbls, Innis, Speiden & Co, Henri Jaspar, Antwerp
5 cs, Yardley & Co, American Trader, London

New York Transit Imports

ACETHYL METHYL—1 cs, Volendam, Rotterdam, Buffalo
CALCIUM TARTRATE—179 bgs, Central Natl Bank, Volendam, Rotterdam, Cleveland
CAMPHOR REF—800 cs, McKesson & Robbins, Vinini, Kobe, Bridgeport, St Louis
CARAWAY SEED—250 bgs, 27,500 lbs, Volendam, Rotterdam, Chicago
CASSIA ROLLS—10 bls, J H Forbes Tea & Coffee Co, Ward, Hongkong
GELATIN SHEETS—34 cs, American Express Co, Volendam, Rotterdam, Rochester
GLASS, WINDOW—2,070 cs, Eastman Kodak Co, Manhattan, Hamburg, Rochester
MENTHOL—35 cs, McKesson & Robbins, Vinini, Kobe, Bridgeport
MURU MURU KERNELS—1,200 bgs, National City Bank, Whitford Point, Parsa, Cleveland
MUSTARD SEED—500 bgs, Volendam, Rotterdam, Chicago
500 bgs, Volendam, Rotterdam, Detroit
150 bgs, Volendam, Rotterdam, Cleveland
150 bgs, Black Eagle, Rotterdam, Chicago
OIL, CHINAWOOD—490 tons, W G Smith Co, Malayan Prince, Shanghai, Cleveland
CITRONELLA—4 dms, A M Todd Co, Malayan Prince, Batavia, Kalamazo
POPPYSEED—700 bgs, 77,000 lbs, Volendam, Rotterdam, Chicago
PYRETHRUM FLOWERS—75 bls, Hammond Paint & Chem Co, Vinini, Kobe, Beacon
SESAME SEED—300 bgs, Ward, Hongkong, Chicago
SPONGES—17 bls, Oriente, Havana, London
4 bls, Santa Elena, Havana, Amsterdam
5 bls, Santa Elena, Havana, Antwerp
6 bls, Santa Elena, Havana, Havre

Baltimore Imports

ACID, CRESYLIC—50 dms, City of Newport News, Hamburg
BONEMEAL—1,640 bgs, Lucia C, Fiume
1,103 bgs, Lucia C, Trieste
CHINA CLAY—1,577 tons, Gloucester City, Fowey
CHROME ORE — 500 tons, West Cawthon, Lourenco Marques
CLAY, BLUE — 1,000 tons, Gloucester City, Fowey
FERROMANGANESE—200 cs, Kiyosumi, Yokohama
IRON, ORE—11,500 tons, Bethlehem Steel Co, Santore, Daiquiri
11,000 tons, Bethlehem Steel Co, Firmore, Felton
21,600 tons, Bethlehem Steel Co, Svealand, Cruz Grande
3,503 tons, Bethlehem Steel Co, Yomachichi, Whyalla
21,600 tons, Bethlehem Steel Co, Amerikaland, Cruz Grande
MANGANESE ORE—7,565 tons, Avon Cliff, Poti
9,200 tons, Mount Dirfys, Rio de Janeiro
OIL, CODLIVER—21 bbls, City of Newport News, Hamburg
FUEL—67,000 bbls, Standard Oil Co N J, E J Bullock, Aruba
MINERAL—10 dms, City of Newport News, Hamburg
POTASH, SULPHATE—2,500 bgs, N V Potash Export My, City of Newport News, Hamburg
SARDINE MEAL—2,000 bgs, Kiyosumi Maru, Kobe
1,000 bgs, Kiyosumi Maru, Yokohama
TANKAGE—626 bgs, Lucia C, Trieste

Boston Imports

ACID, CRESYLIC—50 dms, 11 tons, 10 cwt, 3 qtrs, 16 lbs, McKeesport, Liverpool
25 dms, 5 tons, 13 cwt, 6 lbs, Capulin, Hull
BONES—399,981 lbs, Eastman Gelatin Corp, Capillo, Buenos Aires
CARAWAY SEED—75 bgs, 8,267 lbs, H A Johnson Co, Black Tern, Rotterdam
CASEIN—417 bgs, 55,162 lbs, Chemical Bank & Trust Co, Capillo, Buenos Aires
417 bgs, 55,162 lbs, Capillo, Buenos Aires
CHEMICALS — 45 bgs, 2,281 lbs, Industrial Sales Corp, Black Tern, Antwerp
50 bgs, 8,818 lbs, Stanley Doggett, Black Tern, Antwerp
200 bgs, 39,991 lbs, Philipp Bros, Black Tern, Antwerp
50 dms, 11,850 lbs, Black Tern, Antwerp
400 bgs, 168 dmjhns, 67,148 lbs, Black Tern, Rotterdam
40 cks, 5,224 lbs, American Cyanamid & Chem Co, Black Tern, Rotterdam
COLOR, DRY—2 cs, American Express Co, American Shipper, Liverpool
EMERY FILLET—4 cs, Joseph Sykes Bros, American Shipper, Liverpool
1 cs, Atkinson Haserick Co, American Shipper, Liverpool
1 cs, American Express Co, American Shipper, Liverpool
FAT, COOKING—8 bxs, 3 cwt, 2 qtrs, 4 lbs, Procter & Gamble, Scythia, Liverpool
FISH, LIVER—285 tins, Atlantic Coast Fisheries Export Corp, Nako, Yokohama
GELATIN—289 bgs, 32,498 lbs, International Selling Corp, Black Tern, Antwerp
GINGER, PRESERVED—100 cks, T M Duche & Sons, Nako, Hongkong
GLASS, WINDOW—9 cs, 3,334 lbs, Wheeler Meserve Glass Co, Artigas, Hamburg
1,052 cs, 102,933 lbs, Artigas, Hamburg
2,250 cs, 186,985 lbs, Capulin, Hamburg
GLUESTOCK, FISH—1 bbl, Walter F Mills & Sons, Yarmouth, Yarmouth
6 cs, 5 bxs, J R Poole Co, Yarmouth, Yarmouth
20 bxs, J A Rich Co, Yarmouth, Yarmouth
13 bbls, R H Ranagan, Yarmouth, Yarmouth
HIDE—160 bgs, 15 tons, 3 cwt, 2 qtrs, 6 lbs, American Express Co, Scythia, Liverpool
159 bgs, American Shipper, Manchester
GREASE, WOOL—1 cs, 233 lbs, Capulin, Hamburg
GUM—1 bg, 51 lbs, Linder & Co, Black Tern, Rotterdam
ARABIC — 50 bgs, 11,243 lbs, Thurston & Braidich, Clydebank, Port Sudan
INDUSTRIAL — 60 cks, J P Marston Co, American Shipper, Liverpool
GYPSUM—5,150 tons, U S Gypsum Co, Gypsum Prince, Windsor, N S
IRON, CHLORIDE—100 cs, 13,007 lbs, Capulin, Hamburg
OXIDE—5 cks, Joseph A McNulty, American Shipper, Manchester
MEDICINAL PREPS—7 cs, McKeesport, Liverpool
NAPHTHALENE—2,667 bgs, 445,384 lbs, Black Tern, Rotterdam
OCHER—70 cks, 1,142 bgs, 100,962 lbs, Reichard-Coulston, Exeter, Marseilles
OIL, COD—310 cks, 50 dms, 158,731 lbs, Artigas, Hamburg
CODLIVER—100 dms, 25,353 lbs, Carleton & Hovey, Black Tern, Rotterdam
FISH LIVER—16 dms, 7,390 lbs, Capulin, Hamburg
OSSEIN—2,440 bgs, 248,306 lbs, Atlantic Gelatine Co, Black Tern, Antwerp
2,500 bgs, 279,984 lbs, J O Whitten & Co, Black Tern, Antwerp
1,000 bgs, 111,993 lbs, Rex & Reynolds, Black Tern, Antwerp
2,775 bgs, 418,455 lbs, Black Tern, Antwerp
PEANUTS—300 bgs, Nako, Dairen
PEATMOSS—100 bls, 22,046 lbs, Jenney & Lux Co, Black Tern, Rotterdam
600 bls, 87,966 lbs, L E Page, Artigas, Hamburg
200 bls, 27,886 lbs, Atkins & Durbrow, Artigas, Hamburg
700 bls, 112,368 lbs, Peat Import Corp, Artigas, Hamburg
500 bls, 77,359 lbs, L E Page, Capulin, Hamburg
POLISH, SHOE—13 cks, 5,578 lbs, C L Hauthaway, Black Tern, Antwerp
POPPYSEED—75 bgs, 8,267 lbs, H A Johnson, Black Tern, Rotterdam
POTASH, MURIATE—1,001,900 lbs, N V Potash Export Mij, Capulin, Hamburg
PERCHLORATE—100 cks, 24,136 lbs, Black Tern, Antwerp
SULPHATE—1,250 bgs, 251,710 lbs, N V Potash Export Mij, Capulin, Hamburg
QUEBRACHO EXTRACT—12,950 bgs, 1,411,826 lbs, American Tanners, Capillo, Buenos Aires
500 bgs, 53,244 lbs, International Products Corp, Capillo, Buenos Aires
SEAWEED—939 bls, 69,081 lbs, Artigas, Hamburg
SOAP—75 cs, 3,086 lbs, Conti Products Corp, Exeter, Leghorn
STARCH, POTATO—250 bgs, 55,115 lbs, Black Tern, Rotterdam
SOLUBLE—100 bgs, 22,046 lbs, Stein, Hall & Co, Black Tern, Rotterdam
SUMAC—5 bgs, 1,047 lbs, Exeter, Beyrouth
TAPIOCA FLOUR—1,103 bgs, General Foods Corp, Greystoke Castle, Pasoeroean
1,103 bgs, Greystoke Castle, Pasoeroean
1,052 bgs, Guaranty Trust Co, Greystoke Castle, Cheribon
535 bgs, Balfour, Guthrie & Co, Greystoke Castle, Pamanoekan
500 bgs, Guaranty Trust Co, Greystoke Castle, Batavia
276 bgs, 55,935 lbs, Brown Bros, Harriman Co, Rhexenor, Sourabaya
250 bgs, 56,114 lbs, Chase National Bank, Rhexenor, Cheribon
TOILET PREPS—1 cs, Lever Bros Co, Scythia, Liverpool
WAX, VEGETABLE—150 cs, Mitsui & Co, Amagisan, Kobe
ZINC, SULPHATE—250 bgs, 55,666 lbs, Cuno Sievers, Artigas, Hamburg

Corpus Christi Imports

OIL, FUEL—47,209 bbls, Henry M Dawes, Smith Bluff

Galveston Imports

COCONUTS—250 bgs, Ruth Lykes, Aguadilla
28,600, Harboe Jensen, Puerto Castilla
POTASH SULPHATE—200 bbls, City of Joliet, Bremen

Houston Imports

CHEMICALS—50 bbls, City of Joliet, Bremen
COCONUTS—310 bgs, Ruth Lykes, Aguadilla
OIL, 25 dms, samples, Porta, Hamburg
CODLIVER—55 dms, City of Joliet, Hamburg
MINERAL—35 dms, Porta, Hamburg
PEATMOSS—1,700 bls, 2 cs, City of Joliet, Bremen

Los Angeles Imports

ACID ARSENIOUS—33,070 lbs, Fella, Marseilles
CRESYLIC—42,570 lbs, Pacific Reliance, London
BARYTES—110,210 lbs, Fella, Genoa
BLEACHING POWDER—17,920 lbs, Fella, Naples
CARAWAY SEED—10,900 lbs, Dinteldijk, Rotterdam
CASSIA, UNGROUND—15,330 lbs, Roseville, Hongkong
CHALK, CRUDE—5,712,000 lbs, Washington, London
CHEMICAL COMPOUND—900 lbs, Nako, Yokohama
CINNAMON, UNGROUND—5,000 lbs, President Coolidge, Colombo
CLAY, BALL—136,640 lbs, Dinteldijk, Plymouth
112,000 lbs, Dinteldijk, St Anstill, England
COALTAR PROD—720 lbs, Amagisan, Kobe
COCONUTS—11,250 lbs, Washington, Colon
22,500 lbs, Este, Colon
675,000 lbs, San Rafael, Colon
COCONUT DESIC—170,640 lbs, Roseville, Philippine Islands
COLORS, ARTISTS—In tubes, 90 lbs, Washington, Paris
DYE, HAIR—90 lbs, Amagisan, Kobe
GLASS, ROLLED—5,510 lbs, Nansenville, Brussels
SHEET—49 cs, 14,180 lbs, Erria, Prague
10 cs, 4,070 lbs, Benjamin Franklin, Brussels
22 cs, 6,710 lbs, Este, Prague
15 cs, 6,050 lbs, Este, Breslau
HEMPSEED—700 lbs, Cuba, Kobe
INSECTICIDE—13,420 lbs, Dinteldijk, London
IRON OXIDE—61,070 lbs, Dinteldijk, Malaga
OIL, CASHEW, SHELL—40 lbs, President Harrison, India
CODLIVER—4,800 lbs, Este, Bergen
OLIVE—30,610 lbs, Fella, Leghorn
4,410 lbs, President Harrison, Marseilles
PAPRIKA—2,690 lbs, Este, Budapest
2,750 lbs, Erria, Budapest
PARAFFIN—347,200 lbs, Siantar, Balik Papan
POPPYSEED—5,450 lbs, Dinteldijk, Rotterdam
POTASH, MURIATE—259,840 lbs, Este, Hamburg
SULPHATE—1,879,360 lbs, Este, Hamburg
RICE FLOUR—300 lbs, Amagisan, Kobe
SAGE LEAVES—27,110 lbs, Fella, Dubriunik
SEAWEEDS—50 lbs, Amagisan, Kobe
SESAME SEED—490 lbs, Amagisan, Kobe
10,000 lbs, Roseville, Hongkong
SILVERSAND—3,360,000 lbs, Washington, Antwerp
SOAP TOILET—800 lbs, Dinteldijk, London
SODA, CYANIDE—30,000 lbs, Dinteldijk, Amsterdam
TOILET PREPS—220 lbs, Dinteldijk, London
UMBER—6,140 lbs, Fella, Leghorn

New Orleans Imports

ACID, MURIATIC—400 crbys, United Fruit Co, Aquarius, Hamburg
BAUXITE ORE—2,885 tons, Republic Mining & Mfg Co, Delisle, Paramaribo
951 tons, Republic Mining & Mfg Co, Delisle, Port of Spain
BLUE VITRIOL — 2,200 sx, United Fruit Co, City of Omaha, Antwerp
6,700 sx, United Fruit Co, Aquarius, Hamburg
CANAIGRE ROOTS—44 sx, F Pabst, Morazan, Vera Cruz
CARBON, DECOLORIZING — 300 sx, Sterling Sugars, Inc, City of Omaha, Rotterdam
CHEMICALS — 162 csks, Advance Solvents & Chemical Corp, Blommersdijk, Rotterdam
84 csks, P Bauer Co, Aquarius, Rotterdam
10 csks, Geo Wm Rueff, Aquarius, Rotterdam
144 csks, Advance Solvents & Chemical Co, Frankenwald, Hamburg
600 sx, Frankenwald, Bremen
COCONUTS—250 sx, H T Cottam, Contessa, Cristobal
946 sx, Standard Fruit & S S Co, Contessa, Celba
200 sx, Whitney Bank, Santa Marta, Cristobal
1,080 sx, Fruit Dispatch Co, Tivives, Tela
1,300 sx, W Gordon, Gansfjord, Belize
320 sx, F Beyer, Gansfjord, Belize
300 sx, L Hayward, Gansfjord, Belize
COPRA—750 tons, Procter & Gamble, Hanover, Zamboanga
2,505 tons, Procter & Gamble, Hanover, Cebu
720 tons, Procter & Gamble, Hanover, Bulan
CREOSOTE—4,800 tons, Kopper Co, Carina, London
GLASS, WINDOW — 141 cs, Blommersdijk, Antwerp
LAUNDRY BLUE — 4 cs, United Fruit Co, Aquarius, Hamburg
LEATHER MEAL—500 sx, J Jett, City of Omaha, Rotterdam
LITHOPONE—400 csks, Texas Transport Terminal Co, Blommersdijk, Rotterdam
MINERAL WATER — 3 cs, United Fruit Co, Aquarius, Hamburg
MOLASSES—1,438,210 gls, Commercial Molasses Corp, Spencer Kellogg, Puerto Padre
1,360,260 gls, Cuba Distilling Co, Carrabulle, Nuevitas
OCHER—12 bbls, 40 sx, R Coulston, Istria, Marseilles
OIL, COCONUT — 1,150 tons, Kano, Manila
1,310 tons, Taketoyo, Manila
CODLIVER—15 dms, Frankenwald, Hamburg
CREOSOTE—200 dms, Blommersdijk, Rotterdam
NUT, GROUND—265,294 kilos, Burgerdijk, Rotterdam
OLIVE—162 cs, H T Cottam Co, Istria, Marseilles
25 cs, 10 bbls, Istria, Marseilles
PALMKERNEL — 287,945 kilos, Procter & Gamble Co, Burgerdijk, Rotterdam
SOYBEAN—292,248 kilos, Burgerdijk, Rotterdam
PEATMOSS—200 bls, Marine Midland Trust Co, Blommersdijk, Rotterdam
7,683 bls, Premier Peat Moss Corp, Blommersdijk, Rotterdam
333 bls, 17 ctns, Peat Import Corp, Aquarius, Bremen
POTASH CHLORATE — 358 dms, Blommersdijk, Antwerp
SAND, FURNACE — 400 sx, Blommersdijk, Rotterdam
ZINC WHITE—250 bbls, Orbis Products Co, Istria, Marseilles

Norfolk Imports

BLOOD, DRIED—1,016 bgs, 110 tons, Chase National Bank of N Y, Algic, Buenos Aires
509 bgs, 55.115 lbs, Jos C Jett, Algic, Buenos Aires
907 bgs, 43 tons, Algic, Buenos Aires
BONES—367 bgs, 16 tons, Hafleigh & Co, Algic, Buenos Aires
1,080 bgs, 107.904 lbs, Hafleigh & Co, Algic, Buenos Aires
3,354 bgs, 308.208 lbs, Algic, Buenos Aires
1,355 bgs, 137 tons, Algic, Buenos Aires
HOOF & HORN MEAL—1,680 bgs, Weirbank, Calcutta
LEATHER SCRAP—901 bgs, 67.718 lbs, Smith Rowland & Co, Algic, Buenos Aires
ORE, ALUMINUM SILICATE—432 tons, Mahronda, Calcutta
QUEBRACHO EXTRACT—4,525 bgs, 491.745 lbs, International Products Co, Algic, Buenos Aires
1,715 bgs, 187.537 lbs, American Tanners, Algic, Buenos Aires
15.232 bgs, 1,619.644 lbs, Tannin Corp'n, Algic, Buenos Aires
TANKAGE, DRY RENDERED—4,450 bgs, 425.023 lbs, H J Baker & Bros, Algic, Buenos Aires
2,982 bgs, 330.725 lbs, Jos C Jett, Algic, Buenos Aires
1,000 bgs, 101.302 lbs, Swift & Co, Algic, Buenos Aires
994 bgs, 110.237 lbs, Algic, Buenos Aires
2,721 bgs, 132 tons, Algic, Buenos Aires
TAPIOCA FLOUR—500 bgs, Merchants National Bank of Boston, Thurland Castle, Manila

Philadelphia Imports

ACIDS, CORN OIL—21 dms, George A Street, Black Heron, Rotterdam
SOYBEAN OIL—214 dms, Black Heron, Rotterdam
SPERM OIL—30 dms, George A Street, Black Heron, Rotterdam
ALUMINOUS ABRASIVE—36 bbls, Abrasive Co, Vincente, Havre
CADMIUM—30 cs, L Herschler, Black Heron, Antwerp
CALCIUM SILICIDE—268 bbls, Philadelphia National Bank, Vincente, Havre
CAMPHOR, REF—200 cs, Mitsui & Co, Amagisan, Kobe
CARAWAY SEED—50 bgs, Levy & Levis, Black Heron, Rotterdam
CASSIA ROLLS—200 bls, Brown Bros, Harriman & Co, Ward, Hongkong
CHALK, CRUDE—3,790 tons, Southwark Mfg Co, Blink, London
CHARCOAL—1 cs, E H Bailey & Co, Vincente, Havre
CHEMICALS—47 bbls, 41 dms, Goldschmidt Corp, Black Heron, Rotterdam
147,000 kilos, Hummel Chemical Co, Black Heron, Rotterdam
42 cks, John A Steer & Co, Black Heron, Rotterdam
80,360 kilos, Black Heron, Rotterdam
77 bgs, Sterling Supply Co, Black Heron, Rotterdam
300 bgs, Black Heron, Antwerp
CHROME ORE—7,750 tons, Electro Metallurgical Co, Anhalt, Pagoumene
CLAY—153 cks, Black Heron, Rotterdam
CORK, REBUT—1,076 bls, Chase National Bank, Trongate, Lisbon
3,092 bls, Cork Insulation Co, Trongate, Lisbon
5,539 bls, Armstrong Cork Co, Montello, Lisbon
VIRGIN—8,707 bls, Cork Insulation Co, Trongate, Lisbon
CORK, VIRGIN—6,218 bls, Armstrong Cork Co, Montello, Lisbon
WASTE—1,706 bls, Belvedere, Messina
1,523 bls, Belvedere, Lisbon
9,785 bls, Armstrong Cork Co, Montello, Lisbon
WASTE BITS—2,950 bls, Armstrong Cork Co, Montello, Lisbon
WOOD — 3,101 bls, Armstrong Cork Co, Montello, Lisbon
CRYOLITE — 2,900 tons, Pennsylvania Salt Mfg Co, Einvik, Ivigtut
GRAPHITE—572 bgs, Irving Trust Co, City of Worcester, Colombo
78 bbls, First National Bank, City of Worcester, Colombo
GUM, COPAL—223 bskts, Philadelphia National Bank, Talisse, Macassar
211 bskts, O G Innes Corp, Talisse, Macassar
GYPSUM, CRUDE—5,150 tons, U S Gypsum Co, Gypsum Queen, Windsor
LICORICE ROOT—9,573 bls, McAndrews & Forbes Co, Devon City, Poti
51.55 tons, McAndrew & Forbes, Devon City, Poti
LOGWOOD—1,575 tons, Haalegg, Black River
MOLASSES—701,279 gls, Cuba Distilling Co, Cassimir, Palenque
633,866 gls, Cuba Distilling Co, Cassimir, San Pedro de Macoris
MUSTARD SEED—500 bgs, R T French Co, Black Heron, Rotterdam
NAPHTHALENE—200 bgs, John A Faunce, Black Heron, Rotterdam
NUTMEG—50 bgs, Catz America Co, Talisse, Sourabaya
OIL, CODLIVER—50 dms, Seaboard Supply Co, Black Heron, Rotterdam
CORN—76,000 kilos, Black Heron, Rotterdam
151,546 kilos, Bisbee Linseed Co, Black Heron, Antwerp
FUEL—327,647 gls, Socony Vacuum Oil Co, Clio, Aruba
TALLOIL—58 bbls, Svaneholm, Sandarne
OSSEIN—782 bgs, Black Heron, Antwerp
OXIDE, RED—975 bbls, Furness Withy & Co, Black Heron, Rotterdam
PETROLEUM—94,159 bbls, Gulf Oil Corp, Gulfwax, Las Piedras
73,408.60 bbls, the Texas Co, Malabar, Tampico
109,955 bbls, Gulf Oil Corp, Gulfwing, Las Piedras
64,835 bbls, Gulf Oil Corp, Senator, Las Piedras
POPPYSEED—100 bgs Quaker City Coffee Mills, Black Heron, Rotterdam
POTASH, MURIATE—A parcel. First National Bank, Black Heron, Antwerp
PYRETHRUM FLOWERS—250 bls, First National Bank, Amagisan, Kobe
RICE FLOUR—672 bgs, Stein, Hall & Co, Black Heron, Rotterdam
SHUMAC, GROUND—700 bgs, Belvedere, Palermo
TAPIOCA FLOUR—435 bgs, Lossiebank, Cherisey
2,219 bgs, Guaranty Trust Co, Lossiebank, Batavia

Portland, Ore., Imports

COCONUT, DESIC—215 cs, L W Pennington Co, Hoegh Silverlight, Manila
COCONUTS—100 sks, General Foods Co, San Marcos, Cristobal
GLASS, WINDOW—81 cs, Pacific Reliance, Manchester
SODA CHLORATE—1,000 cans, International Selling Co, San Jose, Havre
TAPIOCA FLOUR—250 sks, Geo S Bush & Co, Hoegh Silverlight, Batavia

San Francisco Imports

AMMONIA CARBONATE—10 cs, 5 dms, Moveria, Glasgow
ARSENIC — 854 bbls, General Chemical Co, Seattle, Hamburg
BLACK, BONE—10 dms, Paul Siebs, Seattle, Antwerp
CALCIUM NITRATE — 6,614 sks, Wilson & George Meyer & Co, Nansenville, Heroen-Poregrund
CHEMICALS—14 cs, Seattle, Hamburg
243 cks, Advance Solvents & Chemical Corpn, Nansenville, Oslo
CHILLIES—100 sks, S L Jones & Co, Lappland, Kobe
COCOA BEANS—200 sks, Vandel Commercial Co, Nansenville, Cristobal
COCONUT, DESIC—680 cs, Dodwell & Co, Silverguava, Manila
2,458 cs, Durkee Famous Foods, Silverguava, Manila
1,463 cs, J E Lowden, Siantar, Manila
COPRA—1,121 tons, El Dorado Oil Works, Siantar, Davao (for Oakland)
MEAL—1,000 sks, Silverguava, Manila
1,000 sks, Snow Brokerage Co, Silverguava, Manila
DEGRAS—100 dms, Balfour, Guthrie & Co, Moveria, Liverpool
GLASS, ROLLED — 50 cs, R K Davidson, Seattle Bremen
5 cs, R K Davidson, Seattle, Bremen (for Oakland
ROUGH — 28 cs, R K Davidson, Seattle, Bremen
5 cs, R K Davidson, Seattle, Bremen (for Oakland)
WINDOW—496 cs, Nansenville, Antwerp
10 cs, Nansenville, Antwerp (for Oakland)
GUM, COPAL—200 sks, Nansenville, Antwerp
50 sks, Henry W Peabody & Co, Silverguava, Singapore
100 sks, D Hecht & Co, Siantar, Singapore
259 bskts, Hongkong & Shanghai Banking Corpn, Siantar, Macassar
DAMMAR—20 cs, D Hecht & Co, Silverguava, Singapore
200 cs, D Hecht & Co, Siantar, Batavia
HERBS, AROMATIC—10 cs, Roma Wine Co, President Harrison, Genoa
MACE—39 cs, Siantar, Banda
MOLASSES—1,032,000 lbs, Malama, Mahukona
504 tons, Mana, Hilo
87,406 gls, Makua, Hana
OIL, COCONUT—500 tons, Philippine Refining Corpn of N Y, Silverguava, Manila
CODLIVER — 75 dms, Fred Olsen Line Agency, Nansenville, Oslo
CREOSOTE—4,500 tons, Bernuth Lembcke & Co, Caroline Maersk, Amsterdam-Inningham
ESSENTIAL—1 crt, Maunalei, Honolulu
FISH, HARD—400 sks, Durkee Famous Foods, Lappland, Kobe
OLIVE—50 dms, Bank of America, President Harrison, Marseilles
20 dms, Banca Commerciale Italiana Trust Co, President Harrison, Marseilles
PERILLA—50 dms, Lappland, Nagoya
RAPESEED, REFD—150 dms, Pacific Vegetable Oil Corpn, Lappland, Kobe
SALMON—228 dms, Delarof, Larsen Bay
PAPRIKA—150 sks, A Schilling & Co, Seattle, Hamburg
PARAFFIN—3,770 sks, Shell Oil Co, Siantar, Balikpapan
PEATMOSS—400 bls, Peat Import Corpn, Seattle, Bremen
800 bls, Peat Import Corpn, Seattle, Bremen (for Oakland)
1,324 bls, Wilson & George Meyer & Co, Nansenville, Oslo
550 bls, Erria, Copenhagen
PYRETHRUM FLOWERS—690 cs, Union Oil Co, Lappland, Kobe
100 bls, S L Jones & Co, Lappland, Kobe
RESIN—60 sks, Nansenville, Antwerp
SAGE, LEAVES—30 bls, Moveria, Liverpool
SHELLAC—25 sks, H M Newhall & Co, Silverguava, Calcutta
75 sks, Silverguava, Calcutta
SOAP—8 cs, Tambara & Co, Lappland, Yokohama
TALLOW—81 dms, Bank of California, N A, Hauraki, Wellington
TAPIOCA FLOUR—336 sks, Guaranty Trust Co of New York, Siantar, Batavia
150 sks, Hoyt, Shepston & Sciaroni, Siantar, Batavia
SEED—54 sks, H M Newhall & Co, Siantar, Batavia
WOODFLOUR—1,950 sks, B L Soberski, Nansenville, Oslo

Savannah Imports

CHEMICALS—500 bgs, Schoharie, Bremen
COCONUTS — 5,000, Savannah, Banes
FERTILIZER, NITROGENOUS—500 bgs, Schoharie, Bremen
PEATMOSS—30 bls, Shickshinney, Bremen
PETROLEUM, CRUDE—10,323 tons, E B Hunt, Las Piedras
POTASH, MANURE SALT — 2,425,000 kilos, Schoharie, Bremen
Quantity, Shickshinny, Bremen
POTASH, MURIATE—1,846,000 kilos, Schoharie, Bremen
Quantity, Shickshinny, Bremen
SULPHATE—10,000 bgs, Schoharie, Bremen
POTASH MAGNESIA SULPHATE—550 bgs, Schoharie, Bremen
SAGO FLOUR—1,100 bgs, Silverwalnut, Singapore
SALTPETER—175 bgs, Schoharie, Bremen

Seattle Imports

COCONUTS—100 sks, General Food Co, San Marcos, Cristobal
HAIR PREP—1 cs, Loch Katrine, London
MOWRAH MEAL—55 sks, Hoegh Silverlight, Bombay
SODA, CHLORATE—1,000 cans, International Selling Co, San Jose, Havre
STARCH, CHEM TREATED—1,100 sks, Loch Katrine, Rotterdam
UMBER—20 cks, L H Butcher Co, Pacific Reliance, Manchester
WATER, MINERAL—100 cs, Kelley Clarke Co, Loch Katrine, London

Tacoma Imports

SODA NITRATE—1,002 sks, Chilean Nitrate Sales Co, Capac, Tocopilla
TAPIOCA FLOUR—810 sks, Hoegh Silverlight, Batavia

Exports From U.S. Ports

New York Exports

Clearance Dates

Atlantida, October 22; Cathlamet, October 14; City of Singapore, October 18; Coamo, October 21; Danio, October 14; De Grasse, October 19; Emile Francqui, October 20; Franconia, October 15; Hamburg, October 14; Independence Hall, October 19; Liberty, October 18; Musa, October 22; New Texas, October 2; Noto, October 16; Panuco, October 22; Platano, October 15; Ponce, October 23; President Harding, October 13; Queen Mary, October 19; Quirigua, October 21; Santa Lucia, October 22; Santa Paula, October 22; Santa Rita, October 15; Statendam, October 19; Tai Yang, September 30; Thurland Castle, October 14; Toloa, October 16; Veendam, October 15; Voco, October 21; Western Prince, October 16; Western World, October 8

ACID, BORIC—2,222 lbs, Toloa, Guayaquil
CITRIC—366 lbs, Toloa, Cartagena
MURIATIC—(Platano) 18,500 lbs, Porto Cortez; 13,875 lbs, Porto Barrios; 7,077 lbs, Coamo, Trujillo; 13,875 lbs, Musa, Porto Barrios; 376 lbs, Toloa, La Union
SULPHURIC — 270 lbs, New Texas, Cape Palmas
TARTARIC—610 lbs, Toloa, La Union
ALCOHOL, ISOPROPYL — 3,465 gls, Independence Hall, Havre
AMMONIA, ANHYDR — (New Texas) 41,326 lbs, Marshall; 8,327 lbs, Cape Palmas
ASPHALT — 24,961 lbs, Hamburg, Hamburg; 23,334 lbs, Cathlamet, Matadi; 46,210 lbs, De Grasse, Havre; 348,158 lbs, Noto, Yokohama
BLEACHING POWDER—5,018 lbs, Tai Yang, Manila
BLUE, VITRIOL—20,200 lbs, Atlantida, Kingston
BORAX—2,222 lbs, Toloa, Guatemala City
CADMIUM SULPHIDE—4,140 lbs, President Harding, Belgrade
CALCIUM, ARSENATE—22,610 lbs, Western Prince, Buenos Aires
CARBIDE—10,600 lbs, Santa Paula, Mazatlan; 3,195 lbs, Musa, Porto Barrios
CARBON BISULPHIDE—33,600 lbs, Panuco, Tampico
CHALK, PRECIP—2,295 lbs, Statendam, Rotterdam
CHEMICALS—2,729 lbs, Hamburg, Hamburg; 4,200 lbs, Veendam, Rotterdam; 2,918 lbs, Emile Francqui, Antwerp; 4,230 lbs, Franconia, Liverpool; 2,490 lbs, Toloa, Porto Colombia
CLEANER — 1,340 lbs, Independence Hall, Havre
COALTAR—1,325 lbs, Zacapa, Limon; 22,680 lbs, Santa Lucia, Bolivia
INTERMEDIATES—1,200 lbs, Hamburg, Memel; 3,447 lbs, Western World, Buenos Aires
COCOA CAKE—52,900 lbs, Statendam, Rotterdam
COLOR, DRY—2,200 lbs, Musa, Porto Barrios; 2,475 lbs, Zacapa, Limon
CORN, FLOUR—124,080 lbs, Thurland Castle, Manila; 1,175 lbs, Statendam, Benguela; 8,490 lbs, Quirigua, Havana; 100 lbs, Musa, Porto Barrios
SYRUP—45,508 lbs, Thurland Castle, Manila; 2,700 lbs, City of Singapore, Manila; (Toloa) 984 lbs, Puntarenas; 3,048 lbs, Buenaventura
DEXTRIN—4,351 lbs, Quirigua, Havana
DISINFECTANT, COALTAR—1,572 lbs, Toloa, Colon
DYES—7,071 lbs, Hamburg, Hamburg; (Western World) 3,392 lbs, Santos; 1,599 lbs, Buenos Aires; 1,683 lbs. Emile Francqui, Antwerp; (President Harding) 4,525 lbs, Havre; 2,613 lbs, Hamburg
ETHYL FLUID—240 gls, Liberty, Dublin
ETHYLENEGLYCOL—38,666 lbs, Noto, Yokohama
FERTILIZER—18,180 lbs, Zacapa, Rio de Janeiro; 45,600 lbs, Atlantida, Kingston
FORMALDEHYDE—2,619 lbs, Quirigua, Havana
GASOLINE—(New Texas) 7,500 gls, Conakry; 17,500 gls, Freetown; 65,000 gls, Accra
AVIATION—109,780 gls, Noto, Yokohama
GLASS, WINDOW—8,250 lbs, Quirigua, Havana
GLUE, GRD—1,710 lbs, Toloa, Buenaventura
GLYCERIN—595 lbs, Toloa, Cartagena
GRAPHITE POWDER—12,289 lbs, Independence Hall, Havre
GREASE, LUBRICATING—2,280 lbs, Thurland Castle, Manila; (Cathlamet) 530 lbs, Port Bouet; 3,429 lbs, Duala; 5,257 lbs, Libreville; 39,796 lbs, Matadi; 178,873 lbs, Hamburg, Hamburg; 44,580 lbs, De Grasse, Havre; (Noto) 47,094 lbs, Yokohama; 17,120 lbs, Kobe; 31,019 lbs, Franconia, Liverpool; (New Texas) 604 lbs, Sassandra; 4,562 lbs, Cotonou; (President Harding) 2,972 lbs, Havre; 2,150 lbs, Asniers; 1,324 lbs Belgrade; 153,173 lbs, Liberty, Manchester; 8,150 lbs, Santa Rita, Buenaventura; 8,840 lbs, Panuco, Tampico; 6,236 lbs, Santa Lucia, Guayaquil; 13,586 lbs, Atlantida, Santiago
INFUSORIAL EARTH—12,300 lbs, Liberty, Dublin
INSECTICIDE—1,134 lbs, Quirigua, Havana
AGRICULTURAL — 24,100 lbs, Western World, Buenos Aires; 12,213 lbs, Independence Hall, Havre
HOUSEHOLD—14,125 lbs, Liberty, Dublin
LIQUID—7,370 lbs, Western World, Buenos Aires
LACQUER BASE—3,150 lbs, Hamburg, Hamburg
LARD—61,880 lbs, Hamburg, Hamburg; 637,334 lbs, Franconia, Liverpool; (Liberty) 107,987 lbs, Liverpool; 9,513 lbs, Manchester; 21,000 lbs, Quirigua, Havana; 5,250 lbs, Zacapa, Santiago; (Ponce) 16,344 lbs, San Juan; 45,188 lbs, Ponce
LEAD, ARSENATE—6,010 lbs, Western Prince, Buenos Aires
WHITE—20,010 lbs, Santa Rita, Bolivia
LINSEED CAKE—454,450 lbs, Veendam, Rotterdam; 5,259,410 lbs, Emile Francqui, Antwerp; (Independence Hall) 1,033,604 lbs, Havre; 571,773 lbs, Dunkirk; 1,363,394 lbs, President Harding, Havre
MEAL — 336,050 lbs, Independence Hall, Havre
LUBRICANTS—4,806 lbs, Statendam, Rotterdam
MAGNESIA HYDROXIDE—1,764 lbs, Ponce, San Juan
NAPHTHA—(New Texas) 52,000 gls, Dakar; 30,000 gls, Conakry; 20,000 gls, Sassandra; 108,000 gls, Port Bouet; 29,000 gls, Cape Coast; 45,000 gls, Accra; 41,000 gls, Ada; 5,500 gls, Cotonou; 5,500 gls, Apapa
OIL, COCONUT—4,720 lbs, Platano, Porto Cortez; 19,162 lbs, Quirigua, Havana
CORN—(Ponce) 19,523 lbs, San Juan; 5,153 lbs, Mayaguez
CYLINDER—100,842 gls, Voco, Liverpool-Birkenhead
DIESEL—16,500 gls, Cathlamet, Freetown
EDIBLE—2,430 lbs, Platano, Porto Barrios; 6,020 lbs, Santa Paula, Porto Colombia; (Toloa) 2,161 lbs, Puntarenas; 2,478 lbs, Guayaquil; 4,308 lbs, Buenaventura; 4,725 lbs, Musa, Porto Barrios
GAS—(Cathlamet) 4,400 gls, Winnebah; 5,500 gls, Apapa; 17,875 gls, Duala; 5,500 gls. Kribi; (New Texas) 5,500 gls, Sassandra; 5,500 gls, Port Bouet; 5,500 gls, Ada; 1,100 gls, Sapele
LUBRICATING—5,625 gls, Quirigua, Havana; 15,240 gls, Panuco, Tampico; (Santa Lucia) 990 gls, Buenaventura; 3,025 gls, Guayaquil; 1,650 gls, Callao; 4,235 gls, Bolivia; 1,650 gls, Antofagasta; 1,705 gls, Valparaiso; (Santa Paula) 2,200 gls, Porto Colombia; 1,000 gls, Cartagena; (Atlantida) 4,950 gls, Santiago; 5,335 gls, Kingston; 4,125 gls, Ponce, San Juan; 660 gls, Thurland Castle, Manila; (Cathlamet) 100 gls, Freetown; 1,425 gls, Port Bouet; 1,925 gls, Winnebah; 2,465 gls, Duala; 3,300 gls, Libreville; 4,500 gls, Port Gentil; 300 gls, Boma; 35,085 gls, Matadi; (Hamburg) 65,326 gls, Hamburg; 2,940 gls, Vienna; 1,515 gls, Riga; 19,140 gls, Veendam, Rotterdam; 6,300 gls, Statendam Rotterdam; (De Grasse) 22,525 gls, Havre; 6,920 gls, Bordeaux; 2,730 gls, La Rochelle; 10,102 gls, Rio Janeiro; 3,850 gls, Emile Francqui, Antwerp; (Noto) 29,590 gls, Yokohama; 12,375 gls, Osaka; 41,580 gls, Dairen; 33,825 gls, Kobe; 14,850 gls, Kobe-Osaka; (Independence Hall) 4,200 gls, Havre; 10,920 gls, Dunkirk; 12,260 gls, Franconia, Liverpool; (New Texas) 5,240 gls, Dakar; 1,455 gls, Freetown; 1,850 gls, Sassandra; 3,925 gls, Port Bouet; 13,035 gls, Takoradi; 1,350 gls, Accra; 2,200 gls, Ada; 165 gls, Cotonou; 4,870 gls, Lagos; 7,250 gls, Burutu; 800 gls, Sapele; (President Harding) 42,735 gls, Havre; 2,310 gls, Memel; 4,410 gls, Prague; 1,172 gls, Belgrade; (Voco) 367,206 gls, Liverpool-Birkenhead; 166,698 gls, Bremen; 6,973 gls, Liberty, Manchester; (Santa Rita) 4,235 gls, Buenaventura; 3,575 gls, Paita; 2,510 gls, Salaverry; 3,270 gls, Bolivia
MOTOR—1,320 gls, Tai Yang, Manila
OLEO—23,696 lbs, Veendam, Rotterdam; 17,507 lbs, Statendam, Rotterdam; 35,358 lbs, Emile Francqui, Antwerp
PEPPERMINT — 1,600 lbs, Hamburg, Hamburg
PAINT — 9,308 lbs, Thurland Castle, Manila; 15,615 lbs, Cathlamet, Marshall; 2,947 lbs, Statendam, Rotterdam; 4,343 lbs, Western World, Buenos Aires; 16,620 lbs, Western Prince, Santos; 2,052 lbs, Coamo, San Juan; (Toloa) 2,812 lbs, Santa Marta; 2,875 lbs, Cartagena; 6,370 lbs, Porto Colombia; 2,885 lbs, Bahia, Caraquez
PREPARED—9,185 lbs, Platano, Porto Barrios; 8,418 lbs, Cathlamet, Matadi; 2,440 lbs, Zacapa, Limon; 2,132 lbs, Toloa, Balboa
THINNER—550 gls, Santa Rita, Buenaventura; 2,200 gls, Tai Yang, Manila
PALMKERNEL MEAL — 452,480 lbs, Emile Francqui, Antwerp
PARAFFIN — (Hamburg) 44,732 lbs, Hamburg; 22,244 lbs, Memel; 37,816 lbs, Veendam, Rotterdam; 22,644 lbs, Independence Hall, Havre; 30,662 lbs, Danio, Port Elizabeth; (Santa Rita) 22,670 lbs, Guayaquil; 22,418 lbs, Buenaventura; (Zacapa) 10,101 lbs, Santiago; 44,400 lbs, Limon; (Santa Lucia) 22,383 lbs, Buenaventura; 71,010 lbs, Guayaquil; 15,151 lbs, Quirigua, Havana
SCALE—169,864, lbs, Veendam, Rotterdam; 5,172 lbs, Statendam, Rotterdam; 108,145 lbs, Danio, Capetown
PETROLEUM—1,870 gls, Liberty, Manchester
REFINED—(Cathlamet) 18,000 gls, Dakar; 5,300 gls, Port Bouet; 27,000 gls, Winnebah; 40,000 gls, Accra; 4,000 gls, Port Gentil; 500 gls, Boma; 10,000 gls, Matadi; (New Texas) 6,000 gls, Dakar; 5,000 gls, Conakry; 3,250 gls, Sassandra; 7,000 gls, Port Bouet; 5,500 gls, Cape Coast; 2,500 gls, Accra; 21,000 gls, Ada; 30,000 gls, Atlantida, Kingston; (Ponce) 27,500 gls, San Juan; 6,000 gls, Mayaguez; 6,000 gls, Aguadilla
PHENOL—55,527 lbs, President Harding, Hamburg
POLISH COMP—31,875 lbs, Franconia, Liverpool

PITCH, COALTAR — 1,025 lbs, Independence Hall, Havre
RESIN, SYNTH—(President Harding) 1,386 lbs, Havre; 2,670 lbs, Hamburg
ROSIN—9,671 lbs, Franconia, Liverpool
SENEGA ROOT—715 lbs, Indenpendence Hall, Havre
SOAP—92,415 lbs, Thurland Castle, Manila; (Ponce) 12,310 lbs, Ponce; 8,400 lbs, Mayaguez; 8,720 lbs, Tolca, Belize
LAUNDRY—6,500 lbs, Ponce, Mayaguez
SODA, ALUMINA SULPHATE — 36,172 lbs, Thurland Castle, Manila
ASH — 9,180 lbs, Thurland Castle, Manila; 454,720 lbs, Noto, Osaka; 6,020 lbs, Ponce, Mayaguez; 20,160 lbs, Tolca, Porto Colombia
BICARBONATE—42,400 lbs, Atlantida, Santiago; 2,130 lbs, Tolca, Montego Bay
CAUSTIC—229,440 lbs, Noto, Osaka; 8,360 lbs, Quirigua, Havana; 165,170 lbs, Panuco, Tampico; 23,130 lbs, Atlantida, Santiago; 20,888 lbs, Ponce, Mayaguez; 46,800 lbs, Santa Paula, Mazatlan; 41,560 lbs, Santa Lucia, Callao
CAUSTIC, SOLID—7,200 lbs, Platano, Porto Cortez
HYPOSULPHITE—6,020 lbs, Western Prince, Rio de Janeiro; 3,429 lbs, Platano, Guatemala City
SILICATE—4,015 lbs, Platano, Porto Cortes; 10,510 lbs, Santa Lucia, Buenaventura; 43,600 lbs, Coamo, Trujillo
SOLVENTS—6,680 lbs, Western Prince, Buenos Aires; 24,560 lbs, Noto, Yokohama
SOOT—52,755 lbs, Hamburg, Hamburg
STARCH, CORN—602 lbs, City of Singapore, Manila; (Liberty) 4,003 lbs, Manchester; 7,075 lbs, Dublin; 1,000 lbs, Atlantida, Santiago; (Ponce) 4,538 lbs, San Juan; 6,261 lbs, Mayaguez; 3,538 lbs, Jobos; 5,335 lbs, Tolca, Puntarenas
SULPHUR—36,600 lbs, Platano, Porto Barrios
TALC—6,072 lbs, Western World, Buenos Aires
TALLOW—8,411 lbs, Quirigua, Havana
ZINC, OXIDE—4,520 lbs, Thurland Castle, Manila

Baltimore Exports
Clearance Dates

Black Falcon, October 26; Charles H. Cramp, October 21; City of Baltimore, October 21; Express, October 21; Greylock, October 22; Lagaholm, October 23; Manchester Exporter, October 22; Rugeley, October 25; San Anselmo, October 23

ACID, CHROMIC—11,200 lbs, Manchester Exporter, Manchester
ASPHALT—67,118 lbs, Manchester Exporter, Manchester
67,100 lbs, Rugeley, Buenos Aires
EMULSION—2,140 lbs, Express, Istanbul
SOLID—22,580 lbs, Manchester Exporter, Liverpool
BLACK HAW TREE BARK—437 lbs, City of Baltimore, London
CALCIUM ARSENATE—40,000 lbs, San Anselmo, Peru
ELM BARK—400 lbs, City of Baltimore, London
GLASS FRIT, CRSHD—2,300 lbs, Charles H. Cramp, Port Natal
LIQUID, CRSHD—3,525 lbs, Charles H Cramp, Port Natal
GREASE, LUBRICATING—3,000 lbs, City of Baltimore, Oslo; 275 lbs, San Anselmo, Colon; 3,942 lbs, Black Falcon, Rotterdam
INSECTICIDE—1,089 lbs, San Anselmo, Tegucigalpa
IRON, SAND—55,000 lbs, Rugeley, Buenos Aires
LEAD ARSENATE—3,264 lbs, Greylock, Capetown
MOLASSES RES—600 lbs, Greylock, Durban
OIL, LUBRICATING—465 bbls, City of Baltimore, Praha; 262 gals, Lagaholm, Stockholm
PETROLEUM—1,100 gals, Black Falcon, Duffel
PALMKERNEL MEAL—48 tons, Black Falcon, Antwerp
POLISH, AUTO—3,270 lbs, Greylock, Durban
PORCELAIN ENAMEL FRIT—300 lbs, Black Falcon, Antwerp
LIQUID—14 lbs, Black Falcon, Antwerp
POTASH BICHROMATE—661 lbs, City of Baltimore, Memel
RUTILE—4,960 lbs, Manchester Exporter, Liverpool
4,408 lbs, City of Baltimore, Hamburg
SELENIUM POWD—2,204 lbs, City of Baltimore, Hamburg
SODA ALUMINATE—8,339 lbs, City of Baltimore, London
BICHROMATE—33,600 lbs, Manchester Exporter, Manchester
22,400 lbs, City of Baltimore, London
SOYBEANS—224,000 lbs, City of Baltimore, London
STONEROOT—557 lbs, City of Baltimore, London
WILD CHERRY BARK—2,634 lbs, City of Baltimore, London
WITCH HAZEL LEAVES—347 lbs, City of Baltimore, London

Beaumont Exports
Clearance Dates

Davanger, October 16; Mosvold, October 18; Porta, October 14

OIL, LUBRICATING—3,000 dms, Porta, Bremen-Hamburg
PETROLEUM, CRUDE—14,000 tons, Mosvold, Hamburg; 80,307 bbls, Davanger, Montreal

Boston Exports
Clearance Dates

Exeter, October 28; Laconia, October 24; Lady Hawkins, October 23; Liberty, October 23; Mahronda, October 25; Nova Scotia, October 21; Pipestone County, October 27; President Pierce, October 25; Saint John, October 26; San Gil, November 1; Yarmouth, October 23, 27

ACID, BORIC—1 bg, 100 lbs, Yarmouth, Yarmouth
SULPHURIC—8 dms, 6,200 lbs, San Gil, Puntarenas
ALUMINA OXIDE—7,650 bgs, 65 kgs, 2 bxs, Mahronda, London; 5 kgs, 540 bgs, 55,833 lbs, Pipestone County, La Courneuve
BAKING POWDER—20 crtns 2 pails, 600 lbs, Nova Scotia, St John's, N F
CELERY SALT—2 dms, 200 lbs, Yarmouth, Halifax
CEMENT, CAN—(Liberty) 25 dms, 1,150 lbs, Goteborg; 4 dms, 1,848 lbs, Vigor; 2 dms, 945 lbs, Ystad; 32 dms, 1,971 lbs, Malmo; 8 dms, 205 lbs, Mahronda, London
CEMENT, RUBBER—2 dms, 955 lbs, Nova Scotia, St John's, N F
CHEMICALS—4 dms, 148. lbs, Liberty, Stockholm; 8 bgs, 800 lbs, Pipestone County, Havre
CLAY—498 bbls, 59 tons, Mahronda, London; 62 bbls, 7 tons, Pipestone County, La Courneuve
CLEANER—12 cs, 228 lbs, Nova Scotia, St John's, N F; (President Pierce) 7 crtns, 1,000 lbs, Honolulu; 10 bbls, 2,000 lbs, Manila
DIATOMACEOUS EARTH—2 bgs, 100 lbs, Laconia, Manchester
DISINFECTANT—1 bbl, 50 gls, Nova Scotia, St John's, N F
DRESSING, LEATHER—5 dms, 188 lbs, Nova Scotia, St John's, N F; 50 dms, 500 gls, Mahronda, Walsall
FERTILIZER, SCRAP LEATHER—371 bls, 275,204 lbs, Pipestone County, Havre
FLUX—1 dm, 130 lbs, Liberty, Ystad, Sweden; (Pipestone County) 5 dms, 670 lbs, Havre; 22 dms, 2,945 lbs, Paris
GLUE, FISH—6 bbls, 168 gls, Mahronda, London
INK, WRITING—4 pkgs, Nova Scotia, St John's, N F; 5 pkgs, San Gill, Kingston
KEROSENE—175 bbls, 9,625 gls, Nova Scotia, St John's, N F
LARD—1,130 bxs, 63,280 lbs, Nova Scotia, Liverpool; 500 bxs, 28,000 lbs, Laconia, Liverpool; 3,900 bxs, 218,400 lbs, Mahronda, Avonmouth
LINING COMP—5 dms, 1,664 lbs, Mahronda, London; (Pipestone County) 12 dms, 2,605 lbs, Havre; 47 dms, 10,014 lbs, Paris
LUBRICANT, DRAWING—8 dms, 264 lbs, Pipestone County, Paris
MEDICINAL PREPS—5 bbls, 1,505 lbs, Nova Scotia, Halifax; (Lady Hawkins) 1 cs, 66 lbs, Hamilton; 1 cs, 150 lbs, Port of Spain; 1 cs, 16 lbs, Laconia, Leicester; 610 bxs, 3,050 gls, Mahronda, London
MUCILAGE—4 pkgs, 256 lbs, Nova Scotia, St John's, N F
OIL, FLOOR—14 cs, 136 gls, Exeter, Cairo
LUBRICATING—3 dms, 1,137 gls, Nova Scotia, St John's, N F; 50 dms, 2,667 gls, Laconia, Liverpool; 1 dm, 1 cs, 50 gls, Mahronda, London
MACHINE—1 can, 50 lbs, Nova Scotia, St John's, N F
TANNERS—10 dms, 520 gls, Laconia, Walsall
PARAFFIN—102 bgs, 22,400 lbs, Liberty, Hamburg
PASTE, ADHES—1 pkg, 64 lbs, Nova Scotia, St John's, N F; 5 dms, 220 lbs, Pipestone County, Paris
FLOUR, DRY—10 bbls, 2,850 lbs, Laconia, Leicester
POLISH, SHOE—1 cs, 15 gls, Saint John, St John, N B; 26 cs, 5,194 lbs, San Gil, Corinto
STOVE—60 cs, 2,052 lbs, Saint John, St John, N B
SAND, FACORY—110,000 lbs, Nova Scotia, St John's, N F
MOULDING—40 bgs, 2,000 lbs, Nova Scotia, St John's, N F
SILICON CARBIDE—775 bgs, 7 kgs, Mahronda, London
SOAP, FLAKE—5 cs, 167 lbs, President Pierce, Hilo
POWDER—(President Pierce) 250 cs, 9,695 lbs, Honolulu; 85 cs, 3,508 lbs, Hilo
TAR—(President Pierce) 100 cs, 2,520 lbs, Honolulu; 30 cs, 756 lbs, Hilo
TOILET—(President Pierce) 625 cs, 15,234 lbs, Manila; 50 cs, 1,219 lbs, Nawiliwili; 100 cs, 2,438 lbs, Kahului; 180 cs, 4,388 lbs, Hilo; 1,000 cs, 24,396 lbs, Honolulu; 50 cs, 1,219 lbs, Port Allen
SODA BENZOATE—(Yarmouth) 1 pkg, 50 lbs, Yarmouth; 2 bbls, 610 lbs, Halifax
BICARBONATE—50 bbls, 125 kgs, 34,000 lbs, Saint John, St John, N B
SOLDER SALTS—1 dm, 135 lbs, Liberty, Ystad
TOILET PREPS—2 cs, 79 lbs, San Gil, Kingston
WAX, SHOE—(Nova Scotia) 1 crtn, 50 lbs, St John's, N F; 1 crtn, 50 lbs, Harbor Grace, N F; 1 bbl, 197 lbs, Yarmouth, Halifax

Corpus Christi Exports
Clearance Dates

Brunswick, October 16; Olterra, October 16; Roxane, October 9; Tampico, October 20

OIL, GAS—98,738 bbls, Brunswick, Curacao
PETROLEUM, CRUDE—85,554 bbls, Roxane, Berre; 57,109 bbls, Olterra, Dunkirk; 44,372 bbls, Tampico, London

Galveston Exports
Clearance Dates

Asuka, October 23; Brynje, October 20; Burgerdijk, October 23; Edgehill, October 21; Eskdene, October 25; Gera, October 21; Kota Pinang, October 25; Nevada, October 21; H H Rogers, October 26; Simon von Utrecht, October 22; Thorsholm, October 23; Thorshavn, October 23; West Cohas, October 25

BLACK, CARBON—300 bgs, Nevada, Havre; (Edgehill) 16 tons, Havre; 10 tons, Rotterdam; 50 cs, Simon von Utrecht, Hamburg; 25 cs, Asuka, Yokohama
CONCENTRATES—49 tons, West Cohas, Liverpool
GASOLINE—8,000 tons, Thorsholm, Yokohama
OIL, FUEL—14,500 tons, H H Rogers, Halifax
PETROLEUM, CRUDE—10,200 tons, Thorshavn, Flushing
SULPHUR—(Simon von Utrecht) 1,000 tons, Ravino; 1,000 tons, Abo; 1,700 tons, Riga; 100 tons, Wallvik; 1,200 tons, Brynje, Port Alice; (Gera) 3,000 tons, Auckland; 1,000 tons, New Plymouth; 100 bgs, Wellington; (Eskdene) 800 tons, Sydney, N S; 5,400 tons, Quebec; 602 sx, Burgerdijk, London; 500 tons, West Cohas, Liverpool; 1,500 tons, Kota Pinang, Balik Papan

Houston Exports
Clearance Dates

Asuka, October 22; Burgerdijk, October 23; Capulet, October 20; Castina, October 20; City of Joliet, October 23; Cliona, October 25; Delnorte, October 20; Duivendrecht, October 20; Edgehill, October 23; Eulima, October 23; Henry Desprez, October 23; Manuel Rionda, October 24; Max Albrecht, October 21; Nevada, October 20; Porta, October 21; Simon Von Utrecht, October 21; Taronga, October 23; West Cohas, October 23; West Tacook, October 23

ASPHALT, GILSONITE — 30 tons, City of Joliet, Havre
BLACK, CARBON—200 tons, Nevada, Havre; (Delnotre) 12 bgs, 121 cs, Rio de Janeiro; 440 bgs, Buenos Aires; 150 tons, Porta, Bremen; 30 cs, 3,967 bgs, Simon von Utrecht, Hamburg; (Asuka) 2,000 bgs, 100 cs, Yokohama; 3,000 bgs, 97 cs, Kobe; 2,688 bgs, Yokohama-Osaka-Kobe; 600 bgs, West Tacook, Manchester; 3,000 bgs, West Cohas, Liverpool; 205 tons, Burgerdijk, London; 265 cs, 2,240 bgs, Taronga, Copenhagen; (Edgehill) 290 cs, 1,900 bgs, Havre; 4,989 bgs, Rofterdam
COTTONSEED CAKE—350 tons, Porta, Hamburg
GASOLINE — 10,100 tons, Capulet, Coryton-River Thames-Avonmouth; 7,500 tons, Duivendrecht, United Kingdom; (Manuel Rionda) 293 tons, Ciudad Trujillo; 147 tons, Port au Prince
KEROSENE—(Manuel Rionda) 299 tons, Ciudad Trujillo; 136 tons, Port au Prince
LUBRICANTS—(Manuel Rionda) 146 tons, Ciudad Trujillo; 14 tons, Port au Prince
OIL, DIESEL—391 tons, Manuel Rionda, Ciudad Trujillo
FUEL—26,000 bbls, Castana, Matanzas; 5,000 tons, Eulima, Greece
GAS—8,000 tons, Max Albrecht, Rotterdam; 3,300 tons, Eulima, Greece
LUBRICATING—65 bbls, West Cohas, Liverpool
PETROLEUM, CRUDE — 14,000 tons, Henry Desprez, Havre; 11,918 tons, Cliona, Montreal

Los Angeles Exports
Clearance Dates

Abraham Lincoln, October 16; Argyll, October 21; Athellaird, October 20; Athos, October 8; Balboa, October 15; Brandanger, October 16; Brimanger, October 5; Buenos Aires, October 18; Chichibu, October 11; Condor, October 9; El Mirlo, October 20; El Segundo, October 20; Fujisan, October 24; Griffco, October 22; Hakonesan, October 18; Irisbank, October 7; Kinai, October 13; Koryu, October 7; Leme, October 8; Nailsea Court, October 15; Oakland, October 8; Raby Castle, October 21; Roseville, October 23; Royal Star, October 14; San Diego, October 6; Santa Paula, October 2; Silverbeech, October 13; Tai Yang, October 18; Tatsuno, October 15; Tosari, October 11; West Cactus, October 8

ACID, BORIC—3,500 pkgs, 403,200 lbs, Abraham Lincoln, London; 10 cks, 2,240 lbs, San Diego, Dunkirk
CRESYLIC—1,290 lbs, Silverbeech, Manila; 1,720 lbs, Tosari, Manila
BENTONITE—107 sx, 10,750 lbs, Tosari, Pladjoe
BORATE—626 sx, 118,250 lbs, Koryu, Osaka; (Leme) 5,050 bgs, 683,750 lbs, Marseilles; 1,466 bgs, 226,800 lbs, Fiume; (Abraham Lincoln) 2,420 pkgs, 353,710 lbs, London; 4,282 bgs, 681,400 lbs, Liverpool; 2,515 bgs 442,310 lbs, Gdynia; (San Diego) 8,600 bgs, 1,160,690 lbs, Dunkirk; 1,340 bgs, 222,870 lbs, Havre; (Oakland) 6,700 bgs, 1,115,500 lbs, Antwerp; 3,305 sx, 606,460 lbs, Hamburg
BORAX—(Koryu) 2,176 sx, 239,900 lbs, Yokohama; 1,450 sx, 159,860 lbs, Osaka; 1,500 bgs, 167,000 lbs, Chichibu, Dairen; 2,000 bgs, 280,000 lbs, Leme, Marseilles; (Royal Star) 2,880 bgs, 349,200 lbs, Liverpool; 5,280 bgs, 627,200 lbs, London; (Abraham Lincoln) 500 bgs, 56,000 lbs, London; 500 bgs, 56,000 lbs, Liverpool; 1,000 sx, 111,500 lbs, Buenos Aires, Osaka;; (San Diego) 3,660 bgs, 436,800 lbs, Havre; 2,782 bgs, 320,550 lbs, Antwerp
CALCEMINE—30 kgs, 3,000 lbs, Silverbeech, Iloilo
CLAY—200 sx, 22,400 lbs, Santa Paula, Barranquilla; 220 sx, 22,400 lbs, Leme, Marseilles; 80 bgs, 4,480 lbs, Brandanger, Buenos Aires; 100 sx, 10,080 lbs, West Cactus, Port Spain
GROUND—660 sx, 32,930 lbs, Condor, Manzanillo
COALTAR—570 lbs, Condor, Champerico
COLOR, DRY—5,240 lbs, Santa Paula, Caracas
COTTON LINTERS—474 bls, 226,210 lbs, Brimanger, Havre
FILM, SCRAP—(San Diego) 10,010 lbs, Havre; 25,750 lbs, Antwerp
GASOLINE—1,000 dms, 329,380 lbs, Tai Yang, Manila; (Condor) 100 dms, 68,380 lbs, La Union; 130 dms, 42,800 lbs, Tegucigalpa; 2,100 dms, 691,650 lbs, Puntarenas; 100 dms, 31,320 lbs, Valparaiso
AVIATION—1,000 dms, 329,380 lbs, Tai Yang, Manila
GREASE, LUBRICATING — (Tosari) 39 cs, 2,340 lbs, Singapore; 16 cs, 600 lbs, Medan; (Condor) 14 dms, 6,250 lbs, Manzanillo; 2 dms, 820 lbs, Tegucigalpa
INFUSORIAL EARTH—109 bgs, 11,200 lbs, Brimanger, Anvers; 558 bgs, 55,550 lbs, Leme, Alexandria; (Balboa) 22 bgs, 2,240 lbs, Stockholm; 110 bgs, 10,980 lbs, Helsingfors; 13 bgs, 1,340 lbs, Brandanger, Buenos Aires; 50 bgs, 4,930 lbs, Tai Yang, Manila; (San Diego) 176 bgs, 17,470 lbs, Havre; 844 bgs, 84,450 lbs, Antwerp; 551 bgs, 55,330 lbs, West Cactus, Rio de Janeiro
KEROSENE — (West Cactus) 6,700 cs, 569,500 lbs, Para; 8,000 cs, 680,000 lbs, Bahia; 2 dms, 860 lbs, Griffco, Santa Rosalia; 100 cs, 6 dms, 10,640 lbs, Silverbeech, Madang
KETONE—(West Cactus) 5 dms, 1,830 lbs, Rio de Janeiro; 5 dms, 1,830 lbs, Santos
LACQUER—1,350 lbs, Nailsea Court, Osaka; 3,060 lbs, Silverbeech, Manila
BASE—200 lbs, Irisbank, Manila; 830 lbs, Tosari, Bombay
THINNER—490 lbs, Irisbank, Manila; 6,750 lbs, Silverbeech, Manila; 1,900 lbs, Tosari, Bombay; 1,940 lbs, Condor, Manzanillo
LEAD, RED, DRY—600 lbs, Irisbank, Manila
RED, IN OIL—620 lbs, Irisbank, Manila
WHITE, IN OIL — 250 lbs, Irisbank, Manila
LITHARGE, DRY—1,800 lbs, Irisbank, Manila
MAGNESIA SILICATE—22,040 lbs, West Cactus, Montevideo
MNERAL SPTS—30 cs, 3,000 lbs, Santa Paula, Guayaquil
OIL, DIESEL — 10,526 bbls, 1 dm, 3,284,420 lbs, Koryu, Osaka; 91,942 bbls, 28,685,9000 lbs Athellaird, Yokohama; 8 dms, 3,120 lbs, Griffco, Santa Rosalia; 2,679 bbls, 83,580 lbs, (Roseville, Bombay; (Condor) 20 dms, 7,800 lbs, La Union; 50 dms, 19,-660 lbs, Tegucigalpa
FISH, HARDENED—26,000 lbs, Santa Paula, Kingston
FUEL — 23,311 bbls, 7,762,560 lbs, Argyll, Guayaquil; 52,176 bbls, 17,374,610 lbs, El Mirlo, Chanaral; 11,576 bbls, 3,854,810 lbs, El Segundo, Guayamas; 24,936 bbls, 8,303,690 lbs, Athos, Vancouver; 9,681 bbls, 322,370 lbs, Tai Yang, Manila
GAS — 100 cs, 89,000 lbs, West Cactus, Para; (Tosari) 4,000 bbls, 1,210,720 lbs, Manila; 4,521 bbls, 1,365,340 lbs, Cebu
LUBRICATING—(Tosari) 146 cs, 15 bbls, 21,970 lbs, Batavia; 341 cs, 10 bbls, 20 hlf bbls, 20 qtr bbls, Singapore; 102 cs, 10 qtr bbls, 5 hlf bbls, Medan; (Condor) 80 dms, 50 cs, Manzanillo; 12 dms, 5,820 lbs, Toncontin
PINE—25 dms, 12,500 lbs, Tai Ying, Manila
PAINT, AUTOMOTIVE—850 lbs, Tosari, Bombay
PETROLEUM, CRUDE—60,165 bbls, 18,771,480 lbs, Athos, Vancouver; 38,655 bbls, 12,060,-360 lbs, Fujisan, Tokuyama
POTASH MURIATE—5,668 bgs, 881,840 lbs, Chichibu, Yokohama; 2,000 bgs, 440,920 lbs, Hakonesan, Yokohama; 3,000 bgs, 661,380 lbs, Buenos Aires, Yokohama; 5,336 bgs, 440,920 lbs, Tatsuno, Yokohama
ROSIN—490 lbs, Condor, Champerico
SODA, ASH—150 bgs, 30,000 lbs, Santa Paula, Havana; 2,500 bgs, 606,270 lbs, Balboa, Gothenburg; 1,000 bgs, 110,000 lbs, Brandanger, Buenos Aires; 140,000 lbs, Tai Yin, Manila; (West Cactus) 220 bgs, 44,000 lbs, Montevideo; 1,323 bgs, 132,280 lbs, Rio Janeiro; 882 bgs, 110,330 lbs, Rio Janeiro; 2,690 bgs, 339,210 lbs, Santos; 10 sx, 2,000 lbs, Condor, Managua
CARBONATE—10,000 lbs, Santa Paula, La Paz
SULPHITE—1,950 lbs, Tosari, Manila
TALC—200 bgs, 22,050 lbs, West Cactus, Santos
TOILET PREPS—(Santa Paula) 900 lbs, Lima; 400 lbs, Medellin; 2,400 lbs, Kinai, Dairen; 12,220 lbs, Silverbeech, Manila
TURPENTINE, WOOD DIST—4,000 lbs, Silverbeech, Manila

Mobile Exports
Clearance Date

Brynje, October 23

OIL, PINE—600 dms, Brynje, Vancouver
PINETAR—10 dms, Brynje, Vancouver
ROSIN—200 dms, Brynje, Victoria
TURPENTINE—(Brynje) 375 dms, Vancouver; 100 dms, Victoria

New Orleans Exports
Clearance Dates

Ada, October 14; American Press, October 11; Aquarius, October 30; Athene, October 6; Ida, October 9; Metapan, September 17; Michigan, October 9; Newsome, September 23; Patrick Henry, October 20; Port Antonio, September 15; Sinaloa, September 17; Sixaola, September 24; Tivives, September 21; Thorsholm, October 19; Utilitas, October 16; West Cobalt, October 20

ASPHALT—23 tons, West Cobalt, Liverpool; (American Press) 2 tons, Bremen; 95 tons, Hamburg
GILSONITE—10 tons, Patrick Henry, Rotterdam
BLACK, CARBON—(Patrick Henry) 45 tons, Havre; 6 tons, Antwerp; 3 tons, West Cobalt, Liverpool; (Sixaola) 5 cs, Havana; 15 cs, Valparaiso; (Michigan) 41 tons, Havre; 3 tons, Dunkirk; 309 sks, Ida, Trieste
BLUE, LAUNDRY—1 ton, Sinaloa, Bluefields
BONEMEAL—5 sks, Sixaola, Panama
CLAY—100 sks, Newsome, Puerto Colombia; 76 tons, American Press, Hamburg; 27 tons, West Cobalt, Liverpool
COTTONSEED CAKE—100 tons, American Press, Hamburg
FIRECLAY—40 dms, Tivives, Tela; 53 tons, Port Antonio, Santiago; 24 tons, Newsome, Cartagena; (Sixaola) 3 tons, Kingston; 22 tons, Panama City
GASOLINE—100 cs, 55 dms, Sinaloa, Bluefields; 5,103 tons, Thorsholm, Yokohama-Moji; 1,660 tons, Athene, Preston
GREASE, LUBRICATING—(Sixaola) 20 qtr dms, Havana; 3 dms, Arica
INK—15 dms, Metapan, Havana
KEROSENE—24 dms, Metapan, Puerto Limon; 7 dms, Sinaloa, Bluefields; 50 dms, Tivives, Puerto Barrios; (Sixaola) 500 cs, Bocas del Toro; 33 dms, 300 cs, Puerto Limon
LARD—(Metapan) 335 dms, 25 crts, 1,577 tins, Havana; 50 tins, Puerto Limon; 200 tins, Guayaquil; 15 tcs, 135 crts, 100 tins, Port Antonio, Santiago; 500 tins, Tivives, Puerto Barrios; 15 crts. 42 dms, 100 tins, Newsome, Santiago; (Sixaola) 125 crts, 975 dms, 1,410 tins, Havana; 100 tins, Puerto Limon; 200 tins, Guayaquil
MEDICINAL PREPS—3 tons, Sixaola, Havana
OIL, COOKING—35 dms, 325 cs, Newsome, Santiago
FUEL—150 dms, Tivives, Puerto Barrios; 7,000 tons, Utilitas, Savona
LUBRICATING—500 dms, Metapan, Valparaiso; 43 tons, Patrick Henry, Rotterdam; 52 tons, West Cobalt, Liverpool; (Sixaola) 10 dms, Havana; 103 dms, Puerto Colombia; 5 dms, Arica; 100 bbls, Aquarius, Rotterdam; (Michigan) 62 tons, Havre; 26 tons, Dunkirk; 18 tons, Antwerp; 55 bbls, Ida, Istanbul
MINERAL—26 tons, Michigan, Havre
PAINT—1 ton, Metapan, Bocas del Toro; 1 ton, Sinaloa, Bluefields
ASPHALT—15 dms, Tivives, Tela
PARAFFIN—23 tons, Patrick Henry, Antwerp; 278 tons, American Press, Hamburg; 306 sx, Ida, Salonica; 41 tons, Michigan, Antwerp
PETROLATUM—11 tons, Patrick Henry, Rotterdam; 108 tons, Michigan, Antwerp; 30 bbls, Ida, Venice
PETROLEUM—18 tons, American Press, Hamburg
REFINED—500 cs, Tivives, Puerto Barrios
ROSIN—5 dms, Metapan, Havana; 5 bbls, Port Antonio, Santiago; 15 bbls, Sixaola, Talcahuano
GUM—(Metapan) 30 dms, Cartagena; 30 dms, 97 bbls, Santa Marta; 25 dms, Buenaventura; (Sixaola) 40 dms, Panama; 10 dms, Puerto Colombia
WOOD—(Sixaola) 100 dms, Havana; 10 dms, Panama; 10 dms, Puerto Limon; 30 dms, Buenaventura
SALT—40 tons, Metapan, Havana; 12 tons, Tivives, Tela; (Sixaola) 7 tons, Cristobal; 1 ton, Puerto Limon
SHRIMP BRAN—70 sx, Metapan, Panama
STARCH—260 sx, Sixaola, Havana
TOILET PREPS—1 ton, Sixaola, Kingston
TRIPOLI—15 tons, American Press, Hamburg
PULVERIZED—6 tons, Patrick Henry, Rotterdam
TURPENTINE, WOOD—110 dms, 30 cs, Sixaola, Havana

Norfolk Exports
Clearance Date

Bilderdyk, October 15

BONE—2,340 bgs, 74 tons, Bilderdyk, Rotterdam
POTASH MURIATE—5,600 bgs, 500 tons, Bilderdyk, Rotterdam

Philadelphia Exports
Clearance Dates

Boschdijk, October 27; Collamer, October 23; Exmoor, October 22; Exmouth, October 25; Frankfurt, October 26; Lagaholm, October 26; Laganbank, October 27; Mahronda, October 22; Otho, October 22; Quaker City, October 26; Rugeley, October 27; San Clemente, October 26; Sawokla, October 26; Vaclite, October 27; Voco, October 24

ACID, PHOSPHORIC — 20 bbls, Rugeley, Buenos Aires
ALUMINA SULPHATE—(San Clemente) 100 bgs, Buenaventura; 1,000 bgs, California
ANTI FREEZE SOL—48 pkgs, Boschdijk, Rotterdam
ANTI KNOCK COMP—7 dms, Collamer, Bordeaux; 234 dms, Mahronda, London
BENZOL—50 dms, Rugeley, Buenos Aires
BLUE, MECHANIC'S—8 ctns, Exmouth, Istanbul
BRAKE FLUID—1 cs, Exmouth, Sofia; (Laganbank) 2 ctns, Beyrouth; 6 ctns, Rangoon
BUTYL ACETATE—50 dms, Mahronda, London
CEMENT, AUTO—(Laganbank) 25 cs, Cairo; 4 ctns, Beyrouth; 48 ctns, Rangoon; 12 cs, Calcutta

COCOA CAKE—894 pkgs, Boschdijk, Amsterdam
WASTE—3,012 pkgs, Boschdijk, Amsterdam
COLORS, COALTAR—28 dms, 9 bxs, Rugeley, Rio de Janeiro
DYESTUFFS—19 pkgs, Boschdijk, Rotterdam
ENAMEL FLUX—7 cs, Collamer, Havre
ETHYL FLUID—40 dms, Collamer, Havre; 17 dms, Exmoor, Algiers; 20 dms, Frankfurt, Hamburg
FIRECLAY—840 pkgs, Boschdijk, Rotterdam
GASKET, SOL—9 cs, Laganbank, Bangkok
GASOLINE—(Otho) 6,000 cs, 9,200 dms, Dakar; 2,500 cs, 150 dms, Bissao; 5,500 cs, Conakry; 1,050 cs, Freetown; 100 cs, Marshall; 2,000 cs, Sassandra; 4,000 cs, Port Bouet; 100 cs, Takoradi; 1,250 cs, Capecoast; 2,750 cs, Accra; 3,000 cs, Cotonou; 7,000 cs, 250 dms, Lagos; 3 cs, 1 bbl, Frankfurt, Hamburg
GLUE—1 bx, Rugeley, Sao Paulo
LINOLEUM—2 cs, Rugeley, Rio de Janeiro
GREASE, LUBRICATING—(Otho) 15 cs, Bissao; 2 cs, Freetown; 30 cs, Port Bouet; 12 cs, Takoradi; 5 cs, Accra; 50 cs, Cotonou; 25 bbls, Quaker City, Liverpool; 1 ctn, Mahronda, London; 4 dms, San Clemente, Pereira; (Boschdijk) 7 pkgs, Rotterdam; 1 pkg, Amsterdam; 155 dms, Rugeley, Montevideo; (Laganbank) 1 bx, 8 ctns, 52 dms, Bombay; 7 ctns, Rangoon
ISO OCTANE—5 cs, Frankfurt, Hamburg
LICORICE POWDER — 20 dms, Frankfurt, Hamburg
LINSEED CAKE — 2,848 bgs, Quaker City, Liverpool; 640 bgs, Mahronda, London
MEAL—8,073 bgs, Collamer, Havre
MANGANESE ORE CONCE—7 bbls, Sawokla, Bombay
MEDICINAL PREPS—(Laganbank) 2 cs, Calcutta; 2 cs, Patna
MINERAL SPTS—100 cs, 39 dms, San Clemente, Cristobal; 10 dms, Rugeley, Montevideo
NITROCELLULOSE—477 bbls, Mahronda, London
OIL, COALTAR—1 dm, Mahronda, London
CORN—1 dm, Frankfurt, Bremen
FUEL—(Otho) 350 dms, Bissao; 50 dms, Conakry; 30 dms, Sassandra; 50 dms, Port Bouet; 50 dms, Capecoast; 250 dms, Accra; 250 dms, Lagos; 2 cs, Mahronda, London
ILLUMINATING—(Otho) 500 cs, Dakar; 600 cs, 20 dms, Bissao; 1,350 cs, Conakry; 1,200 cs, Freetown; 200 cs, Marshal; 275 cs, Sassandra; 1,900 cs, Port Bouet; 1,040 cs, Takoradi; 500 cs, Capecoast; 530 cs, Accra; 2,000 cs, Cotonou; 1,100 cs, Lagos; 300 cs, San Clemente, Cristobal; 437 bbls, Vaclite, Birkenhead-London
LUBRICATING—(Otho) 160 pkgs, Bissao; 135 dms, 32 cs, Dakar; 492 pkgs, 31 cs, Port Bouet; 53 pkgs, Assinie; 50 pkgs, Addah; 48 pkgs, 40 dms, 62 cs, Cotonou; 30 pkgs, 20 cs, Accra; 30 pkgs, Takoradi; 50 pkgs, Kumazi; 304 pkgs, 50 cs, Lagos; 370 pkgs, Burutu; 66 pkgs, Warri; 155 cs, 20 dms, Bissao; 50 dms, 40 cs, Conakry; 7 cs, Freetown; 35 dms, 45 cs, Sassandra; (Collamer) 236 bbls, 65 dms, Havre; 75 bbls, Bordeaux; (Exmoor) 25 bbls, Tangier; 2 pkgs, Algiers; 7 pkgs, Tunis; (Exmouth) 30 dms, Malta; 20 dms, Piraeus; 10 ctns, Istanbul; (Voco) 12,555 bbls, Liverpool; 12,574 bbls, Bremen; 214 bbls, Zagreb; 119 bbls, Vienna; 429 bbls, Budapest; 3,583 bbls, Prague; (Quaker City) 65 bbls, Manchester; 50 bbls, Dublin; 30 bbls, Glasgow; 72 bbls, Liverpool; 283 bbls, 202 dms, 100 dms, 1 ctn, Mahronda, London; (Sawokla) 2,519 pkgs, Bombay; 191 pkgs, Basra; 150 pkgs, Abaden; 360 dms, 200 pls, 650 cs, Madras; 2,575 pkgs, Karachi; 2,080 pkgs, Calcutta; (San Clemente) 22 dms, Pereira; 10 dms, Barranquilla; 75 dms, Guayaquil; 70 dms, 15 dms, Callao; 28,929 bbls, Vaclite, Birkenhead-London; (Lagaholm) 837 pkgs, Stockholm; 51 pkgs, Helsingborg; 190 pkgs, Malmo; 69 pkgs, Norrkoping; 827 pkgs, Gothenburg; 635 pkgs, Helsinki; (Frankfurt) 964 bbls, 40 pkgs, Hamburg; 1,955 pkgs, Bremen; 57 pkgs, Boschdijk, Rotterdam; (Rugeley) 70 dms, 348 cs, 167 bbls, Rio de Janeiro; 65 dms, Santos; 750 dms, 245 cs, Montevideo; 205 dms, Buenos Aires; 65 pkgs, Aracaju; (Laganbank) 48 pkgs, 10 dms, Port Said; 300 dms, 325 pkgs, Karachi; 10 dms, Beyrouth; 1,530 dms, 11 cs, 185 dms, 767 pkgs, Bombay; 573 pkgs, Basra; 80 pkgs, Abaden; 100 pkgs, Teheran; 1,323 dms, 295 cs, Colombo; 1,684 dms, 5 cs, Madras; 2 ctns, Rangoon; 155 dms, 221 pkgs, and a quantity, Calcutta
NEATSFOOT—20 dms, Collamer, Havre
TRANSFORMER—38 bbls, Mahronda, London; 34,568 gls, Vaclite, Birkenhead-London
PAINT—13 ctns, Exmouth, Istanbul; (Laganbank) 6 ctns, Rangoon; 1 cs, Calcutta
ENAMEL—5 ctns, Exmouth, Istanbul
PARAFFIN—252 bbls, Quaker City, Liverpool; 500 bgs, San Clemente, Guayaquil; 21 bbls, Rugeley, Rio de Janeiro; 102 bgs, Laganbank, Calcutta
REFINED—10 bgs, Rugeley, Santos
SEMI REFINED—30 cs, Mahronda, London
PIGMENT, DRY—20 bbls, Quaker City, Dublin
POLISH, AUTO—12 ctns, Exmouth, Istanbul; 42 pkgs, Boschdijk, Rotterdam; 1 cs, Rugeley, Santos; (Laganbank) 36 ctns, Beyrouth; 5 cs, Calcutta
FURNITURE—12 ctns, Laganbank, Beyrouth
POMACE, APPLE—378 bgs, Mahronda, London
RADIATOR FLUSH — 2 ctns, Laganbank, Rangoon
RESIN, COALTAR—29 dms, 2 cs, Collamer, Havre; 55 dms, Mahronda, London
SYNTHETIC—5 dms, Mahronda, London
RUBBER COMP—6 pkgs, Boschdijk, Rotterdam
COMPOUNDING AGENTS—20 pkgs, Boschdijk, Rotterdam
SOAP, LAUNDRY—400 bxs, Mahronda, London
SYRUP—25 bbls, Mahronda, London
TOILET PREPS—(Otho) 10 cs, Dakar; 10 pkgs, Takoradi
VALVE GRINDING COMP—10 ctns, Exmouth, Istanbul

Port Arthur Exports

Clearance Dates

Allister, October 20; Dirigo, October 22; Kollbjorg, October 19; Krossfonn, October 20; Laurent Meeus, October 20; New York, October 19; Silvercedar, October 19; Vancouver City, October 19

ASPHALT—(Allister) 3 cs, Cape Haitien; 13 cs, 18 dms, Port au Prince
PETROLEUM—(Silvercedar) 1,000 dms, Port Elizabeth; 750 dms, Durban; 2,000 dms, Lourenco Marques
BENZOL—3,600 bbls, Dirigo, Coruna-Vigo
ETHYL FLUID—19 bbls, Dirigo, Coruna-Vigo
GASOLENE — 98,538 bbls, Kollbjorg, Santos; (New York) 7,946 bbls, Cristobal; 24,040 bbls, 1,000 cs, Puerto Barrios; (Allister) 25 cs, Ciudad Trujillo; 100 bbls, 400 dms, Puerto Limon; 150 dms, Guatemala City; 500 dms, Puerto Colombia; 20 bbls, Cape Haitien; 155 cs, 300 bbls, Port au Prince; 500 bbls, Cienfuegos; 700 bbls, Santiago de Cuba; 100 cs, St Marc; 400 bbls, Cristobal; 350 bbls, Panama City; 50 dms, Krossfonn, Buenos Aires; 65,020 bbls, Dirigo, Coruna-Vigo
GREASE, LUBRICATING—(New York) 50 cs, 20 dms, Puerto Barrios; 27 dms, 30 cs, Guatemala City; (Allister) 30 dms, 25 cs, Ciudad Trujillo; 6 dms, 46 cs, Puerto Barrios; 122 dms, 20 cs, Puerto Colombia; 10 cs, Cape Haitien; 117 dms, 36 cs, Port au Prince; 58 dms, 1 bbl, San Pedro de Macoris; 2 dms, 19 cs, 14 bbls, Krossfonn, Buenos Aires
KEROSENE — 6,330 bbls, Kollbjorg, Santos; 6,000 cs, New York, Puerto Barrios; (Allister) 4,700 cs, Ciudad Trujillo; 400 cs, Puerto Limon; 500 cs, Cape Haitien; 1,503 cs, Port au Prince; 700 cs, St Marc; 48 dms, 228 cs, Krossfonn, Buenos Aires
OIL, DIESEL—(Allister) 50 dms, Ciudad Trujillo; 200 dms, Guatemala City; 100 bbls, Aux Cayes; 10 dms, Puerto Limon
FLOOR—2 cs, Allister, Port au Prince
FURNITURE — (Allister) 5 cs, Cape Haitien; 2 cs, Port au Prince
LUBRICATING—(New York) 56 dms, 20 cs, Puerto Barrios; 125 dms, Guatemala City; (Allister) 137 dms, 11 cs, Ciudad Trujillo; 8 dms, Puerto Limon; 60 dms, 7 cs, Puerto Barrios; 273 dms, 140 cs, Puerto Colombia; 85 dms, 27 cs, Cape Haitien; 263 dms, 72 cs, Port au Prince; 26 cs, 9 dms, Cristobal; 38 dms, Champerico; 230 dms, San Pedro de Macoris; 24,912 bbls, Laurent Meeus, Antwerp; 632 dms, 5 cs, Krossfonn, Buenos Aires; 1,488 dms, Dirigo, Coruna-Vigo
PAINT—4 dms, 10 cns, New York, Puerto Barrios; 5 dms, Allister, San Salvador
PARAFFIN—21 bgs, New York, Puerto Barrios; 20 bgs, Allister, Port au Prince; 1,253 bgs, Dirigo, Coruna-Vigo
PETROLEUM, CRUDE — 102,121 bbls, Krossfonn, Buenos Aires
SOLVENT, PAINT—2 dms, Allister, Puerto Limon
TOLUOL — (Vancouver City) 1,108 dms, Yokohama; 1,662 dms, Osaka

San Francisco Exports

Clearance Dates

Abraham Lincoln, October 14; Admiral Y S Williams, October 14; Balboa, October 13; Brandanger, October 14; Fosna, October 13; Nordanger, October 14; Pacific Pioneer, October 15; Providencia, October 14; Santa Elena, October 14; Silverbeech, October 15; Silverwillow, October 13; Sir Osborn Holdmden, October 13; Talamanca, October 15; Tosari, October 15; Vera, October 14

ACETONE—1 cs, Tosari, Cebu
ACID(FATTY—70 sks, Santa Elena, Panama
ALCOHOL, ISOPROPYL—20 dms, Brandanger, Argentina
ALUMINA SULPHATE—800 sks, Admiral Y S Williams, Ocean Falls
AMMONIA SULPHATE—20,161 sks, Silverbeech, Philippine Islands
APRICOT KERNELS—(Balboa) 100 sks, Sweden; 200 sks, Malmo; 50 sks, Helsingberg; 50 sks, Malmo; 5 sks, Stockholm; 350 sks, Abraham Lincoln, London; 50 sks, Pacific Pioneer, London
ASPHALT—3,107 dms, 50 cs, Silverwillow, Africa; 96 bbls, Abraham Lincoln, London; 913 dms, Silverbeech, Philippine Islands; 80 bbls, Talamanca, Corozal; (Tosari) 36 pls, Batavia; 4,553 dms, Bombay; 1,015 dms, Singapore/Port Swettenham/Penang; 1,525 dms, Singapore/Port Swettenham
BENTONITE CLAY—40 sks, Abraham Lincoln, Dublin
BLACK, CARBON—(Tosari) 7 cs, Batavia; 15 cs, Sourabaya
LAMP—1 kg, Silverwillow, Africa
BORAX—1 bbl, Santa Elena, Buenaventura; 10 kgs, Silverbeech, Philippine Islands
CALCIUM CARBIDE—80 cans, Santa Elena, Cartagena
CEMENT ROOF—6 cs, Silverwillow, Africa
CHEMICALS—4 cs, Santa Elena, Mazatlan
CINNAMON—(Santa Elena) 3 bls, San Jose de Guatemala; 25 bls, Guatemala; 10 bls, Havana; 25 bls, La Libertad
CLOVES—(Santa Elena) 1 sk, Mazatlan; 1 sk, San Jose de Guatemala
COCOA BEANS—2 sks, Santa Elena, Mazatlan
COLOR, DRY—(Santa Elena) 10 cs, La Libertad; 1 cs, San Jose de Guatemala; 1 cs, San Salvador; 6 bbls, Silverbeech, Philippine Islands
CUMIN SEED—1 sk, Santa Elena, San Jose de Guatemala
DRUGS—1 cs, Providencia, Santa Rosalia; (Tosari) 16 cs, Manila; 7 cs, Batavia
EGG YOLK, DRD—46 cs, Abraham Lincoln, London
ETHYL KETONE—20 dms, Brandanger, Argentina
FLYSPRAY—2 cs, Tosari, Cebu
FLUX—20 cs, Silverwillow, South Rhodesia
GASOLINE—1 cs, Providencia, Santa Rosalia; 79,674 bbls, Vera, Curacao; 1,000 bbls, Silverbeech, Philippine Islands
GRAPHITE—1 cs, Silverwillow, Africa
GREASE, LUBRICATING—15 pls, Santa Elena, Mazatlan; 2 bbls, Talamanca, Panama
HONEY—(Pacific Pioneer) 5 tons, London; 1 hlf ton, Glasgow
INSECTICIDE—3 cs, Silverwillow, South Rhodesia; 2 cs, Santa Elena, Cartagena
LACQUER—(Santa Elena) 119 cs, 90 pls, 19 dms, 6 cs, San Salvador; 6 cs, San Salvador; 1 cs, Silverbeech, Java; (Tosari) 1 cs, Colombo; 1 cs, Singgapore; 1 cs, Bombay
THINNER—24 dms, 3 cs, 60 pls, Silverwillow, Africa; 1 dm, Santa Elena, San Salvador
LEAD, RED—6 bbls, Silverwillow, Africa; 20 kgs, Providencia, Santa Rosalia; 100 kgs, Tosari, Bandjermasin
WHITE IN OIL—2 cs, 61 kgs, Santa Elena, Guatemala
LITHARGE—14 bbls, Silverwillow, Africa; 5 pls, Silverbeech, Philippine Islands
MILK POWDER—10 bbls, Santa Elena, Panama
SUGAR—336 bbls, Abraham Lincoln, London; 280 bbls, Pacific Pioneer, London
MILLET SEED—2 sks, Santa Elena, Guatemala City
NUTMEGS—4 sks, Santa Elena, La Libertad
OIL, CHINAWOOD—43 dms, Brandanger, Argentina
COCONUT—(Santa Elena) 50 tins, San Jose de Guatemala; 1 dm, La Libertad
DIESEL—(Fosna) 12,814 bbls, Hakodate; 12,598 bbls, Osaka; 11,970 bbls, Kawasaki; 516 bbls, Talamanca, Puerto Armuelles
FISH, HARD—100 sks, Santa Elena, San Jose de Guatemala
FUEL—11,714 bbls, Fosna, Osaka
LINSEED—2 dms, Providencia, Santa Rosalia; 1 dm, Santa Elena, San Jose de Guatemala
LUBRICATING—(Silverwillow) 320 cs, 100 dms, South Africa; 855 dms, 75 cs, Africa; (Santa Elena) 1 dm, San Jose de Guatemala; 117 dms, Mazatlan; 45 pls, 2 cs, 70 bbls, Talamanca, Panama; (Tosari) 4 dms, Cebu; 10 dms, Bahrein; 1100 dms, Madras; 118 dms, 11 cs, Samarang; 65 dms, Batavia; 215 dms, Colombo; 1 cs, 400 dms, Bombay; 90 dms, Sourabaya
PAINT—(Silverwillow) 12 cs, South Rhodesia; 206 cs, 60 pls, Africa; (Santa Elena) 50 kgs, San Jose de Guatemala; 13 cs, 29 kgs, La Libertad; 8 kgs, 24 cs, Guatemala; 18 cs, San Salvador; 20 pls, Pacific Pioneer, Manchester
PAINT, ALUMINUM—1 cs, Santa Elena, La Libertad
ASPHALT—5 bbls, Talamanca, Panama
ENAMEL—19 cs, Silverwillow, Africa; 9 dms, Pacific Pioneer, Abadan
PASTE, LABEL—4 sks, Silverwillow, South Rhodesia
PEPPER—1 sk, Santa Elena, San Jose de Guatamala
BLACK—25 sks, Talamanca, Guayaquil
PETROLATUM—5 dms, Santa Elena, Mazatlan
PETROLEUM—60 dms, Silverwillow, Africa, (Tosari) 11 cs, Samarang; 100 dms, Madras
CRUDE—110,000 bbls, Sir Osborn Holmden, Kawasaki; 31,906 bbls, Fosna, Kawasaki; 91,800 bbls, Nordanger, Japan
POLISH—5 cs, 27 pls, Silverwillow, Africa
POTASH AMYLXANTHATE—1 dm, Talamanca, Coquimbo
ETHYLXANTHATE—240 dms, Talamanca, Chanaral
XANTHATE—224 dms, Silverwillow, Africa, 269 dms, Balboa, Stockholm; 18 dms, Silverbeech, Philippine Islands; (Talamanca) 6 dms, Valparaiso; 15 dms, Coquimbo
PUTTY—4 cs, 112 pls, Silverwillow, Africa
RAPESEED—3 sks, Santa Elena, Puerto Colombia
SAGO—7 sks, Santa Elena, Mazatlan
SOAP, SCOURING—5 cs, Santa Elena, Corinto
SODA ASH—8 bbls, Providencia, Santa Rosalia; 10 sks, Santa Elena, Mazatlan
CAUSTIC—8 dms, Providencia, Santa Rosalia; 5 bbls, Silverbeech, Philippine Islands
PHOSPHATE, DI—2 bbls, Silverbeech, Philippine Islands
SILICATE—5 dms, Santa Elena, Mazatlan
XANTHATE—1 dm, Abraham Lincoln, Liverpool
SOLVENT—50 dms, Silverbeech, Philippine Islands
STEARIN—6 bbls, Santa Elena, Guayaquil
SULPHUR—100 sks, Silverwillow, Africa
REFD—110 sks, Tosari, Batavia
TALLOW—(Santa Elena) 116 dms, Guayaquil; 165 dms, Panama; 100 dms, San Jose de Guatemala
TAPIOCA—4 sks, Santa Elena, San Jose de Guatemala
TOILET PREPS—(Santa Elena) 2 cs, San Jose de Guatemala; 2 cs, Guatemala City; (Tosari) 1 cs, Manila; 28 cs, Karachi
TREE SPRAY—20 dms, Silverwillow, South Rhodesia
VANILLA BEANS—1 cs, Santa Elena, Mazatlan
VARNISH—25 pls, Silverwillow, Africa; 3 cs, Providencia, Santa Rosalia; 4 cs, Tosari, Manila
INSULATING—1 bbl, Providencia, Santa Rosalia
WOOD FILLER—4 cs, Silverwillow, Africa
ZINC DUST—50 cs, Santa Elena, Mazatlan
HYDROSULPHITE—100 dms, Admiral Y S Williams, Ocean Falls

Savannah Exports

Clearance Dates

City of Singapore, October 26; Ginnheim, October 21; Marina O, October 25; Stureholm, October 27

COTTON LINTERS—100 bls, Marina O, Genoa
GLUCOSE—85 bbls, City of Singapore, Manila
OIL, PINE—100 dms, Marina O, Genoa
PITCH, ROSIN—20 dms, Stureholm, Havana
ROSIN, GUM—(City of Singapore) 100 bbls, Dairen; 1,000 bbls, Manila; 2,352 bbls, Stureholm, Havana
WOOD—(City of Singapore) 50 bbls, Hongkong; 76 bbls, Manila
TURPENTINE, GUM—15 dms, Stureholm, Havana

Tampa Exports

Clearance Dates

Beloit, October 23; Elin K, October 21; Sally, October 19; Taxiarchis, October 25

GASOLINE—2 dms, Sally, Belize; 8 dms, Beloit, Belize
PHOSPHATE—7,980 tons, Elin K, Sorel; 6,865 tons, Taxiarchis, Garston

Coastwise Shipments

Corpus Christi Coast Trade

OIL, FUEL—42,452 bbls, Norman Bridge, Baytown
FURNACE—72,944 bbls, M F Elliott, Baytown
HEATING—60,351 bbls, Glenpool, Baytown
PETROLEUM, CRUDE—63,893 bbls, Federal, Houston; 56,757 bbls, Paco, Texas City; 52,059 bbls, Kekoskee, Elizabeth N J; 49,932 bbls, Thermo, Texas City; 83,588 bbls, W H Libby, Baytown; 149,071 bbls, Wm Rockefeller, Baytown; 109,550 bbls, E M Clark, Baytown; 144,055 bbls, G Harrison Smith, Baytown

Los Angeles Coast Trade

GASOLINE—7,323 bbls, Emidio, Seattle; 7,107 bbls, San Diegan, San Diego; 29,544 bbls, Kewanee, Richmond; 10,303 bbls, La Purisima, San Diego; 55,842 bbls, Arizona, Seattle; 8,215 bbls, La Purisima, Seattle; 62,134 bbls, Mojave, San Francisco; 7,563 bbls, San Diegan, San Diego; 30,293 bbls, Edwin B de Golio, S F-Seattle; 123,408 bbls, Mobiloil, Providence
KEROSENE—21,165 bbls, La Purisima, San Diego
DISTILLATE—1,423 bbls, San Diegan, San Diego; 7,030 bbls, Edwin B de Golio, S F-Seattle
OIL, DIESEL—2,177 bbls, San Diegan, San Diego; 2,186 bbls, Kewanee, Richmond; 6,592 bbls, La Purisima, San Diego; 12,976 bbls, Mojave, San Francisco; 1,440 bbls, San Diegan, San Diego
FUEL—63,000 bbls, Meton, Portland; 61,367 bbls, Emidio, Seattle; 9,579 bbls, Texada, Seattle; 12,525 bbls, La Purisima, San Diego; 2,405 bbls, Coast Merchant, Portland; 12,343 bbls, El Cedro, Seattle; 58,000 bbls, Baldhill, Portland; 16,610 bbls, Los Angeles, Portland; 30,032 bbls, La Purisima, Seattle; 51,129 bbls, Torres, Seattle
FURNACE—6,641 bbls, La Purisima, Seattle
PETROLEUM, CRUDE—78,338 bbls, La Placentia, Oleum
SOLVENTS, CLEANING—2,163 bbls, La Purisima, Seattle

San Francisco Coast Trade

ACID—15 dms, Ernest H Meyer, Portland, Ore
28 pkgs, 60 dms, Munami, Portland, Ore
APRICOT KERNELS—4 tons, Julia Luckenbach, New York
BONE MEAL—500 sks, Ernest H Meyer, Portland, Ore
438 sks, Ernest H Meyer, Portland, Ore
1,220 sks, Wallingford, Seattle
BRISTLES—284 cs, Julia Luckenbach, New York
5 cs, K I Luckenbach, Boston
CASEIN—23 tons, K I Luckenbach, Boston
CHLORINE BLEACH, LIQUID—800 cs, Peter Helms, Seattle
2,000 cs, Pennsylvanian, Philadelphia
1,790 cs, Ohioan, Baltimore
2,550 cs, Minnesotan, Jacksonville
COCOA BEANS—100 sks, Coast Shipper, Seattle
COCONUT, DESIC—100 cs, Ohioan, Norfolk
190 cs, Ohioan, Baltimore
95 cs, Minnesotan, Jacksonville
COLOR—12 tons, Pennsylvanian, New York
EARTH—25 tons, Pennsylvanian, Philadelphia
CREAM TARTAR—14 tons, K I Luckenbach, New York
DRUGS—7 tons, Munami, Portland, Ore
5 cs, Texan, Seattle
EARTH, INFUSORIAL—500 sks, Wallingford, Seattle
447 pkgs, Munami, Portland, Ore
FERTILIZER—560 sks, Munami, Portland, Ore
FIG PASTE—400 sks, Coast Miller, Portland, Ore
GREASE, LUBRICATING—14 tons, Pennsylvanian, Port Newark
3 bbls, Texan, Seattle
GUM COPAL—309 bskts, Katrina Luckenbach, New Orleans
LIME—1,200 sks, Peter Helms, Seattle
MAGNESITE—400 sks, Peter Helms, Seattle
157 tons, K I Luckenbach, New York
MILK POWDER—5 tons, Pennsylvanian, Port Newark
16 tons, K I Luckenbach, New York
16 tons, K I Luckenbach, Boston
4 tons, Katrina Luckenbach, Mobile
OIL—299 dms, Texan, Seattle
575 cs, 31 dms, Texan, Tacoma
24 cs, Texan, Portland, Ore
CHINAWOOD—149 dms, K I Luckenbach, New York
EUCALYPTUS—2 cs, Texan, Seattle
LUBRICATING—560 pkgs, Wallingford, Seattle
16 tons, Munami, Portland, Ore
18 tons, Celilo, Los Angeles
PERILLA—150 dms, K I Luckenbach, New York
PAINT—20 tons, Wallingford, Seattle
32 tons, Celilo, Los Angeles
DRIER—33 tons, Pennsylvanian, Philadelphia
20 tons, Minnesotan, New York
POLISH—4 cs, Texan, Seattle
QUICKSILVER—96 flasks, Pennsylvanian, New York
65 flasks, Pennsylvanian, Boston
SALT—472 sks, Ernest H Meyer, Portland, Ore
819 pkgs, Peter Helms, Seattle
719 sks, Peter Helms, Olympia
535 pkgs, Peter Helms, Tacoma
57 tons, Wallingford, Seattle
208 sks, Wallingford, Tacoma
1,332 sks, 101 tons, Munami, Portland, Ore
SOAP—626 pkgs, Munami, Portland, Ore
10 tons, K I Luckenbach, New York
27 tons, Celilo, Los Angeles
SODA HYPOCHLORITE — 20 tons, Julia Luckenbach, Providence
175 tons, K I Luckenbach, New York
109 tons, K I Luckenbach, Boston
SILICATE—48 dms, Coast Shipper, Seattle
SUNFLOWER SEED—300 sks, Munami, Portland, Ore
48 tons, K I Luckenbach, New York
TALLOW—96 tons, K I Luckenbach, Philadelphia
125 tons, K I Luckenbach, Boston
WASHING COMP—600 cs, Munami, Portland, Ore

Cargo Ship Arrivals

October 30 to November 12

New York

Alaskan	Los Angeles*	Nov 3
American Merchant	London	Nov 7
American Shipper	London	Nov 1
Ancon	Cristobal	Nov 8
Asakasan	Manila*	Nov 7
Atalaia	Santos*	Nov 10
Black Condor	Rotterdam*	Nov 6
Black Eagle	Antwerp*	Nov 3
Black Hawk	Antwerp*	Nov 9
Bockenheim	Gefle*	Nov 4
Buenaventura	Cristobal	Nov 1
Calamares	Santa Marta*	Nov 10
California	San Francisco*	Nov 8
Capillo	Buenos Aires*	Nov 12
Caracas	La Guayra*	Nov 4
Challenger	Beira*	Nov 9
Chincha	Valparaiso*	Nov 3
Coamo	Trujillo*	Nov 1
Dagred	Montreal*	Nov 10
Drottningholm	Gothenburg	Nov 8
Estrella	Lisbon*	Nov 9
Examelia	Salonica*	Nov 5
Excambion	Alexandria*	Nov 11
Executive	Constanza*	Nov 6
Exiria	Salonica*	Nov 1
Fernbrook	Manila	Nov 1
Gerolstein	Antwerp	Nov 4
Goviken	Buenos Aires	Nov 12
Hamburg	Hamburg*	Nov 5
Haiti	Cristobal*	Nov 1
Hammaren	Kemi	Nov 9
Henri Jaspar	Antwerp	Nov 1
Ingrid	Trinidad*	Nov 3
Jean Jadot	Antwerp	Nov 10
Julia Luckenbach	Portland*	Nov 3
K I Luckenbach	San Francisco*	Nov 3
Kersten Miles	Hernosand*	Nov 10
Kerto Sono	Macassar*	Nov 7
Kongo	Singapore*	Nov 5
Lucia C	Venice*	Nov 3
Manaqui	Port Spain*	Nov 3
Mangalore	Calcutta*	Nov 12
Martinique	Aux Cayes*	Nov 6
McKeesport	Liverpool	Nov 11
Memphis City	Honolulu	Nov 5
Mexican	San Francisco*	Nov 11
Minnesotan	San Francisco*	Nov 9
Musa	Puerto Barrios*	Nov 4
Northern Prince	Buenos Aires*	Nov 10
Pastores	Cristobal*	Nov 8
Peter Kerr	Seattle*	Nov 9
Pilsudski	Gdynia*	Nov 6
Ponce	San Juan	Nov 9
President Harding	Hamburg*	Nov 6
President Van Buren	Manila*	Nov 3
Quirigua	Port Limon*	Nov 7
Rex	Naples*	Nov 11
Rhexenor	Batavia*	Nov 3
Rigel	Fowey	Nov 1
Robert Maersk	London*	Nov 11
Rydboholm	Kotka*	Nov 11
San Felipe	Seattle*	Nov 3

(Continued on page 88)

N.P.V. & L.A. Convention, 1937

(Continued from page 64)

dustry lend their interest, effort, and support to the purposes of this service, and recommending that all ledger experience information be disseminated through the N.A.C.M. National Credit Interchange System.

Legislation

Particular attention was paid to the movement for State licensing of contracting and journeymen painters in the report of the committee on legislation, of which Herbert W. Rice was chairman. Licensing laws were enacted in Minnesota and Wisconsin during the year, but did not pass in eleven other States where they were introduced.

F. J. Hamerin
Chairman on Credits and Collections

Bills requiring formula-disclosure on labels failed to pass in four States. Regulation of spray painting failed in two States. A standardizing and taxing bill was introduced in one State, but was not passed.

Other matters to which the committee had found it necessary to give attention during the year included State trademark registration. Construction of a model painters' licensing bill in conferences with representatives of contracting painters was reported. This matter had not been satisfactorily disposed of, although an apparently satisfactory bill had been drafted.

Membership

"A rather poor record" was the evaluation of its year's work presented by the committee on membership, of which J. Vincent Reardon was chairman. In extenuation of this circumstance the committee's report said:—

1. Cancellations have been extraordinarily numerous and many of those which went into effect this year originated last year, and even two years ago. A goodly percentage of these memberships represented small concerns who joined the association only because they understood they had to do so to comply with the NRA code, and it was only natural to expect their resignations following NRA's demise.

2. Desirable candidates for membership are actually getting scarce, with many local clubs assuming the attitude that their roster comprises all the worthwhile concerns in their respective areas.

The committee was gratified however in the belief that "the membership in our association is more representative of our entire industry today than it has been at anytime in the history of the association." In the eleven months ended September 30 fifty-eight concerns had been enrolled as members, but the cancellation of fifty-five memberships reduced the net gain to three; so that, although small, the continuous increase in membership had not been broken, and the rolls were at their greatest number—882 manufacturers and wholesalers.

Roof Coating

The roof coating division, of which R. A. Gaines was chairman, had held its first conference March 30 in Washington. It made the following report on its work done and contemplated:—

The first work of the division during the year of 1936 and so far in 1937, has been to urge all members of the association to cease using the guarantees on products of this division, and more important, to urge others not to start these excessive and long-term guarantees. We refer mainly to the well-known so-called "Ten-Year Guarantee" which has been a great trouble to the industry for a great many years. It was prohibited during the period of the codes by the general paint code, but afterward it started to grow rapidly for a little while. Soon after the publicity of this division got out in the trade, the use of this factor almost disappeared. We are sorry to report that certain companies are urging their salesmen to promise and publicize the "Ten-Year Guarantee" even when they are not broadcasting the general information to the trade. This has not happened in many cases, and the efforts of this division will be towards making it as little troublesome as possible.

The Robinson-Patman act has made a certain change in this as in all other merchandising.

The scientific section in Washington is doing a great deal more testing on these products than they did before the division was formed, and they are making tests on colored powder to sprinkle into partly dried films to give color to the black bituminous products at a reasonable cost.

The organization of our division is completed, and this division is ready to take on problems and investigations for the good of the roof coating industry as a whole.

The division held a conference October 26 under the chairmanship of Mr. Gaines. The chairman spoke briefly of the co-operation received from the executive committee of the division in carrying out the year's work, and outlined in detail the work that had been accomplished by the division. He referred to the following circulars which were prepared by the scientific section especially for members of the roof coating division:—

Circular 426, "Some Ethical, Legal and Technical Limitations on Paint Guarantees." The distribution of the circular by roof coating manufacturers exceeded 25,000, and it was stated that requests are still being received at Association Headquarters for additional quantities.

R. A. Gaines
Chairman, Roof Coating Division

Circular No. 504, "Bituminous Coatings," contains much valuable information on the different classes of bituminous materials, methods for testing these materials and specifications of the United States covering bituminous coatings. It also contains A.S.T.M. specifications for these products.

Circular No. 509, "Quality of Bituminous Paints Used for Roof Coating and Waterproofing," points out that there is a marked difference in the quality of various roof coating products. This circular has enjoyed a wide distribution to consumers through the manufacturer.

Circular No. 533, "Suggestions of New Experimental Uses for Roof Coatings" was prepared by the scientific section following a suggestion made by Dr. Gardner before the roof coating division meeting held in Washington last March.

Circular 540, "Painting Over Asphalt," contains information of value in preventing the discoloration of paint coatings that are applied to surfaces containing asphaltic or other bituminous materials.

Chairman Gaines also referred to the work that was being done by save the surface in publicizing roof coatings to the public through the use of radio, newspaper, and magazine facilities.

The possibility of adopting a simplification program for containers for roof coatings was discussed by the meeting and the possibility of collecting information through the Bureau of the Census on sales of roof coatings and roof cements was also discussed.

As a result of the open forum discussion, the division will undertake the study of a number of important matters during the coming year. One of the most important studies contemplated will entail laboratory tests and experiments by the scientific section of the association.

Save the Surface

The report of the committee on save the surface was a pictorial presentation of these declarations:—

"Through newspapers in every State in the Union Save the Surface brings the paint story to the public."

"Through the pages of leading home magazines Save the Surface develops customers for you."

"Through the radios of the nation are broadcast Save the Surface talks on paint protection and beautification."

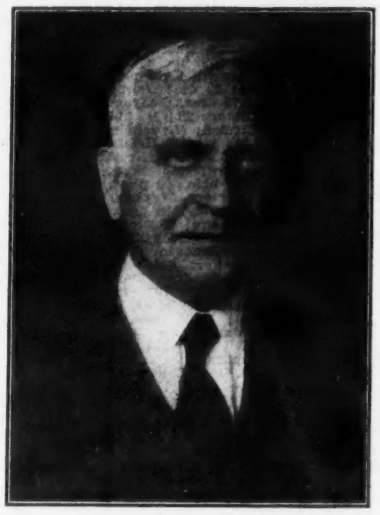
"Farm and trade journals carry Save the Surface stories showing advantages of painting."

"Save the Surface constantly on deck to aid your advertising department by supplying helpful promotion ideas."

C. W. Eastwood was chairman of the committee.

Scientific Section

The work of the scientific section of the association, said the report of the committee having that activity in hand, had been conducted during the past year with the view of improving the quality of the products of the industry, obtaining a better knowledge of the performance of these products, developing new materials, and finding new uses for paint and related products. Technical studies had been carried on in conjunction with the lumber, insulation, brick, cement, and other industries, with governmental agencies, and with members of the industry.



Herbert W. Rice
Chairman on Legislation

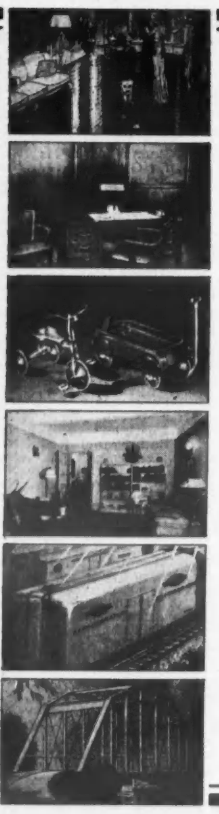
Twenty-eight technical circulars had been published during the year, and a number of other studies were in progress, on which information would eventually be similarly presented. Special attention was being given to the problem of painting the walls of insulated buildings and the development of a domestic supply of drying oils.

Frank L. Sulzberger was chairman of the committee.

Simplification

The committee on simplification, of which J. E. Ingram was chairman, reported on the revision and extension of the packaging schedule which had been presented ot the 1936 convention. The changes approved at that time had been circulated to the industry by the Department of Commerce, and acceptances had been received from "a large majority of manufacturers and wholesalers in the industry." The revised schedule was subsequently printed and circulated.

The committee purposed to continue study of trends in the industry and to hold meetings from time to time to consider suggestions that members of



MAPICO Colors

PURE OXIDES OF IRON

4 DEPENDABLE COLORS
in Seventeen Pleasing Shades

MAPICO BLACK

MAPICO YELLOWS
Lemon, Orange, Dark Orange, Dark Orange Special.

MAPICO REDS
No. 110, No. L-110, No. M-135
No. 516 RED
—Light, Medium, Deep Crimson 98.

INDIAN REDS

MAPICO BROWNS
Nos. 418, 419, 420, 421

Technical Inquiry Is Invited

SOLID COLORS
BLACK • YELLOWS • REDS • BROWNS

Mapico colors are extremely resistant to color change by sunlight, water, acid and alkalis. They have exceedingly high covering power, permitting formulations of ample coverage with a minimum of pigment, thereby preserving maximum gloss. Being particularly resistant to abrasion, they are eminently suited to paints which must withstand hard usage. In addition they have the advantages of moderate price, easy grinding and adaptability to all types of vehicle.

TINTS
AN UNLIMITED NUMBER OF BEAUTIFUL SHADES

Even in the lightest tints Mapico Colors give exceptional resistance to color change. When extended with white or inerts they produce a wide variety of pleasing shades of orchid, coral and pink, cream, ivory and buff. In addition, the solid colors can be blended to give many desirable combinations, including a good range of olive greens, mahogany, walnut, light and dark oak, pearl gray and lead.

MAGNETIC PIGMENT CO.
Division of Columbian Carbon Co.
BINNEY & SMITH CO., *Distributors*
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the industry might submit with a view to revision of the schedule or the addition of new items.

Tariff

The report of the tariff committee, of which T. J. Campbell was chairman, noted the resolution pending in Congress for an investigation of the effect of the tariff on supplies and prices of flaxseed and related oilseeds and their respective oils. It told also of the enactment of Federal legislation to regulate traffic in marihuana and the successful effort on the part of the industry to eliminate restrictive provisions with respect to hempseed and hempseed oil.

Notice was also taken of the attempt to impose a tax on blackstrap molasses, which would have added about 8 cents a gallon to the price of industrial alcohol. The paint industry had joined in the successful protest against the inclusion of this tax in the sugar act.

Trademarks

The trademark committee reported that it had had a busy year. It urged every member to avail himself of the informative services of the trademark bureau.

It was the opinion of the committee, of which Charles J. Caspar was chairman, that the number of new trademarks filed since the association's Trademark Directory was published in 1935 justified the publication of a new edition. Members of the industry were urged to submit information on their trademarks so as to assume completeness of the new directory.

Serious comment was made on the movement to enact State laws requiring the registration of trademarks in the several States. The committee offered a resolution in condemnation of such legislation as contrary to public interests and unjust to business and the consuming public, and recommending opposition to such legislation by the legislative committee of the association. This resolution was approved by the convention.

Traffic

A comprehensive report of developments in the field of transportation was made by the traffic committee, of which E. A. Leveille was chairman. This comprised the following topics:—"Expiration Attached to Exceptions to Official Classification," "Revising Exceptions Tariffs," "Ex Parte 115" (continuation of emergency freight charges), "Specification 5-E Steel Drums," "American Trucking Associations," "Transit Terms and Rules," and "Trans-Atlantic Trade"; also rate adjustments and other actions affecting metallic pigments, dry earth pigments, barytes, calcimine, calking and glazing compounds, petroleum thinner and turpentine substitutes, priming, asphalt filler, pine oil, paint in metal tubes and boxes, paint and varnish remover, paint and varnish reducer in boxed cans, liquid shellac in wooden kits, varnish gums, and oiticica oil.

The committee reported that purchases of painters' supplies and chemicals by railroads had dropped from $35,895,000 in 1929 to $13,700,000 in 1932, but had increased since that year to $19,045,000 in 1935 and $27,309,000 in 1936.

Carriers, the committee said, continued to solicit the association's views on proposals affecting the industry and accorded sympathetic consideration to any conclusions that the association advanced.

Unfair Competition

The report of the committee on unfair competition, of which H. E. Webster was chairman, was as follows:—

Your unfair competition committee wishes again to call the attention of the membership to the fact that it does not participate in the work of the unfair competition bureau. The committee functions in matters involving policy or personnel, while it is the duty of the bureau, operating under the broad supervision of the committee, to cooperate with the Federal Trade Commission and other national and State agencies in the suppression of all forms of unfair competition, especially commercial bribery, mislabeling, and misrepresentation.

The bureau, handicapped for some time by the necessity for assisting in other emergency association activities, has now been relieved by adding to our staff one well qualified actively to carry on the necessary field and office work.

In addition, the committee has recently considered and approved (subject to the final approval of the executive committee) a plan of cooperation offered by an important group of members whose support and supplementary efforts to control the bribery problem will, in the opinion of the committee, be of very appreciable value in forwarding the interests of this industry.

Flaxseed Crop of World Promises Gain in 1938-39

Some increase in world flaxseed supplies is probable in 1938-39 over the short supplies of 1937-38, with an increase in production partially offset by a small carry-over of old seed on August 1, 1938, the Bureau of Agricultural economics stated in its annual outlook report, just issued. About the same world demand for flaxseed and flaxseed products was reported in prospect in 1938 as in 1937.

Since the low point of 1932, utilization of drying oils in the United States has increased steadily, but up to the end of 1936 the percentage that linseed oil contributed to the total use dropped from 77 to 61 percent. Since the beginning of 1937 both the percentage and the actual amount of linseed oil consumed has increased rapidly. Changes in price relationships in 1937 between linseed oil and other drying oils will, while mantained, tend to place linseed oil in a more favorable position relative to other drying oils.

In the flaxseed-producing areas the outlook was reported to be for higher average gross returns per acre from flaxseed than from wheat if about average yields are obtained in 1938. Returns per acre from flax during the current year have been higher than from wheat, despite relatively high wheat prices.

World demand during the first part of the 1937-38 marketing season has been slightly stronger than during the first months of the 1936-37 season. The bureau said there may be some lowering of present levels of demand during the next few months, but that prospective short crops in Argentina (harvest of which begins in December) may become more of a price factor as the season advances.

The volume of building constructin in the United States in 1938 is expected to be only slightly greater than in 1937. In three European countries the peak of building activity appears to have been reached and a smaller volume of construction is in prospect in 1938 than in 1937, it was stated. But the reduction in the use of linseed oil in Europe as a result of a slackening in building activity may be partially offset so far as imports of flaxseed are concerned by an increased demand for linseed cake and meal, as a result of smaller feed grain supplies, the bureau said.

Soybeans had an unusually favorable market the past season. With a 27 percent increase in soybean production, however, and a heavy increase also in the amount of cottonseed, prices are expected to run considerably lower in the 1937-38 season than the year previous, but will average slightly above the 1935-36 season.

The bureau indicated that a production next year equal to or only slightly larger than the 1937 crop probably would cause little change in the market situation for soybeans. But prospective demand conditions do not appear to warrant any marked expansion in production.

Entertainment

The entertainment feature of the convention, "A Night in Hawaii," was voted a unique and enjoyable affair. It was arranged by the committee whose members were Mr. and Mrs. E. A. Foy, jr., Mr. and Mrs. E. J. Bradley, Mr. and Mrs. F. K. McCarthy, Mr. and Mrs. T. J. McConnell, Mr. and Mrs. James A. Owens, Mr. and Mrs. B. H. Roettker, Mr. and Mrs. George E. Todd, Mr. and Mrs. A. F. Winstel, and Mrs. Ernest T. Trigg.

E. A. Leveille
Chairman on Traffic

Trade News Briefs

Gilbert J. Traub, managing director of Okeros Mineralwachswerk, Vienna, one of Austria's prominent wax merchants, is in this country to visit the trade. He is staying at the Hotel Chalfonte, this city.

C. A. Woolsey Paint & Color Company, Jersey City, reports that Theodore F. Mack, assistant sales manager, has been advanced to fill the position of general sales manager, made vacant by the recent death of James W. Neil.

Procter & Gamble Company has purchased 21,000 square feet of vacant property adjacent to its plant at 1232 West North avenue, Chicago, for approximately $85,000. One side of the triangular plot fronts the Chicago river.

Dr. F. A. Madenwald, of the Nu Enamel Corporation, Cleveland, sailed from Los Angeles in September for New Zealand and Australia in the company's interest. He will be away until some time in December. During Dr. Madenwald's absence, W. A. Gloger has taken over his duties.

Atlantic Refining Company reports the beginning of operation of its 225-mile pipe line extension, built at a cost of approximately $3,000,000, from Williamsport, Pa., to Buffalo and Rochester, N. Y., October 31. The line will carry gasoline and other petroleum products of the company's Philadelphia refinery.

Robert Bischoff, hydraulic engineer, has been placed in charge of all valve engineering for the Koppers Company's western gas division, Fort Wayne, Ind. This division manufactures hydraulic gates and special valves, as well as gate valves for water works, sewage plants, and the steel, chemical and processing industries.

Harshaw Chemical Company, in an amendment to its registration statement filed with the Securities and Exchange Commission, has reduced the amount of common stock no par value it will offer to its stockholders, from 59,458 shares to 27,083 shares, and set the offering price at $20 a share. One share will be offered for each 5 shares held.

Current Market Quotations

(Continued from page 27)

Yellow—Zirconium

Yellow ocher, French, all shades, csks, l.c.l., ex whse., Balto., Boston, N. Orleans	.02725-	—
Chicago, E. St. Louis, Ind'polis, K. City, Milwauk., St. Louis, lb.	.03½-	—
Minneapolis lb.	.03½-	—
New York lb.	.02¾-	—
Pittsburgh lb.	.03¼-	—
Portland, Seattle lb.	.03⅜-	—
San Pedro, S. Francisco lb.	.03¼-	—
f.o.b. N. Y. from dock, lb.	.02¾-	—
from whse. lb.	.02¾-	—
Oxide, nat., bbls., c.l., f.o.b. Bethlehem Easton, N. Y., lb.	.04½-	—
l.c.l., same basis lb.	.04¾-	—
synth., bbls., c.l., works lb.	.06¾-	—
l.c.l., works lb.	.07 -	.07¼
Persian orange (see O).		
Zinc, bbls., same basis chrome CP, contracts lb.	.18 -	—
open order lb.	.19 -	—
Yellow dock root, bls. lb.	.10 -	.11
Yellow root (xanthoriza), bls. lb.	.09 -	.10
Yerba santa leaves, bls. lb.	.10 -	.11
Yohimbine hydrochloride, vls. oz.	2.50 -	2.55

Z

Zinc, acetate, USP., bbls., 250 lbs. lb.	.27 -	—
kgs., 100 lbs. lb.	.29 -	—
Arsenate, bgs., cs., c.l., dealers, E. of Rockies lb.	.10½-	—
l.c.l. bgs. cs. lb.	.11 -	—
Arsenate, bgs., cs., c.l., dealers, west of Rockies lb.	.10½-	—
l.c.l. bgs., cs. lb.	.11 -	—
Zinc arsenate and arsenite price are works or whse. basis, frt. alld. to dest. in lots of 96 lbs. or over; no frt. or truck allowance for plant or whse. pick-up.		
Carbonate, tech., bbls. lb.	.14 -	.15
USP, precip., powd., bbls. lb.	.31 -	—
dms. lb.	.30 -	—
kgs. lb.	.33 -	—
Chloride, fused, dms., c.l., works, 100 lbs.	4.25 -	—
l.c.l., works, 100 lbs.	4.60 -	—
gran., dms., c.l., works, 100 lbs.	5.00 -	—
l.c.l., dms., works, 100 lbs.	5.75 -	—
solution, dms., works, lb.	.04½-	—
tanks, works, lb.	.0225-	—
gran., U.S.P., dms., 200 lbs., lb.	.25 -	—
jars, 25 lbs. lb.	.31 -	—
Cyanide, kgs., works, lb.	.36 -	.38
Dust, bbls., c.l., dlvd. lb.	.0765-	—
l.c.l., bbls., dlvd. lb.	.0823-	—
Fluoride, bbls. lb.	.20 -	.25
Iodide, N.F., bots. lb.	4.15 -	—
jars lb.	4.00 -	—
Metal (see daily quotations in Market report)		
Oxide, pigment, dom., Amer., process, coml., lead-free, bgs., c.l., dlvd. lb.	.06¼-	.07½
l.c.l., dlvd., except Pac. cst. lb.	.06½-	.07¾
ex whse., Pac. cst., lb.	.06½-	.07¾
bbls., c.l., dlvd. lb.	.06½-	.07¾
l.c.l., dlvd., except Pac. cst. lb.	.06¾-	.08
ex whse., Pac. cst. lb.	.06¾-	.08
leaded, 5%, bgs., c.l., dlvd. lb.	.06½-	—
l.c.l., dlvd., except Pac. cst. lb.	.06¾-	—
ex whse., Pac. cs. lb.	.06¾-	—
bbls., c.l., dlvd. lb.	.06¾-	—
l.c.l., dlvd., except Pac. cst. lb.	.06¾-	—
ex whse., Pac. cst. lb.	.06¾-	—
35%, bgs., c.l., dlvd. lb.	.06¼-	—
l.c.l., dlvd., except Pac. cst. lb.	.06½-	—
ex whse., Pac. cst. lb.	.06½-	—
bbls., c.l., dlvd. lb.	.06½-	—
l.c.l., dlvd., except Pac. cst. lb.	.06¾-	—
ex whse., Pac. cst. lb.	.06¾-	—
50%, bgs., c.l., dlvd. lb.	.06¾-	—
l.c.l., dlvd., except Pac. cst. lb.	.06¾-	—
ex whse., Pac. cst. lb.	.06¾-	—
bbls., c.l., dlvd. lb.	.06¾-	—
l.c.l., dlvd., except Pac. cst. lb.	.06¾-	—
ex whse., Pac. cst. lb.	.06¾-	—
French process, coml., lead-free, bgs., c.l., dlvd.	.06¼-	.07½
l.c.l., dlvd., except Pac. cst. lb.	.06½-	.07¾
ex whse., Pac. cst. lb.	.06½-	.07¾
bbls., c.l., dlvd. lb.	.06½-	.07¾
l.c.l., dlvd., except Pac. cst. lb.	.06¾-	.08
ex whse., Pac. cst. lb.	.06¾-	.08
green seal, bgs., c.l., dlvd. lb.	.08 -	—
l.c.l., dlvd., except Pac. cst. lb.	.08¼-	—
ex whse., Pac. cst. lb.	.08¼-	—
bbls., c.l., dlvd. lb.	.08¼-	—
l.c.l., dlvd., except Pac. cst. lb.	.08¼-	—
ex whse., Pac. cst. lb.	.08¼-	—
red seal, bgs., c.l., dlvd. lb.	.07½-	—
l.c.l., dlvd., except Pac. cst. lb.	.07¾-	—
ex whse., Pac. cst. lb.	.07¾-	—
bbls., c.l., dlvd. lb.	.07¾-	—
l.c.l., dlvd., except Pac. cst. lb.	.08 -	—
ex whse., Pac. cst. lb.	.08 -	—
white seal, bgs., c.l., dlvd. lb.	.08¼-	—
l.c.l., dlvd., except Pac. cst. lb.	.08¼-	—
ex whse., Pac. cst. lb.	.08¼-	—
bbls., c.l., dlvd. lb.	.08¼-	—
l.c.l., dlvd., except Pac. cst. lb.	.09 -	—
ex whse., Pac. cst. lb.	.09 -	—
import., gold seal, cks., ex whse. lb.	.13 -	.14
green seal, bbls., ex whse., lb.	.10 -	—
white seal, cks., ex whse., lb.	.11 -	.12¼
Oxide, USP, bbls., c.l. lb.	.08½-	—
Palmitate, bbls. lb.	.22 -	.26
Resinate, fused, pale, bbls. lb.	.10 -	—
precip., dms., dlvd. lb.	.15 -	—
Stearate, tech., precip., bbls., otns., c.l. lb.	.20 -	—
l.c.l., 1 ton lb.	.21 -	—
1,000-2,000 lbs. lb.	.22 -	—
less than 1,000 lbs. lb.	.23 -	—
USP, bbls. lb.	.21 -	—
Sulphate, cryst., bgs., c.l. 100 lbs.	3.15 -	—
l.c.l. 100 lbs.	3.90 -	—
bbls., c.l. 100 lbs.	3.20 -	—
l.c.l. 100 lbs.	4.00 -	—
Zinc, sulphate, flake, bgs., c.l. 100 lbs.	3.00 -	—
l.c.l. 100 lbs.	4.35 -	—
bbls., c.l. 100 lbs.	3.75 -	—
l.c.l. 100 lbs.	4.50 -	—
powd., bgs., c.l. 100 lbs.	5.00 -	—
l.c.l. 100 lbs.	5.75 -	—
bbls., c.l. 100 lbs.	5.15 -	—
l.c.l. 100 lbs.	5.90 -	—
Zinc, sulphide, bgs., c.l. (20 tons), dlvd. lb.	.80 -	—
l.c.l., dlvd. E. or ex whse., Pac. cst. lb.	.09¼-	—
bbls., c.l. (20 tons), dlvd. lb.	.09¼-	—
l.c.l., dlvd. E. or ex whse., Pac. cst. lb.	.09¼-	—
Sulphocarbolate, NF, bbls. lb.	.24 -	.26
Zinc-ammonia chloride, dms., c.l., works, 100 lbs.	5.15 -	—
l.c.l., works, 100 lbs.	5.50 -	—
Zinc-iron oxide, pigment, bgs., c.l., dlvd. lb.	.05 -	—
l.c.l., dlvd. except Pac. cst. lb.	.05½-	—
ex whse., Pac. cst. lb.	.05½-	—
Zirconium nitrate, kgs., works, lb.	3.00 -	4.00
Oxide, crude, 73-75%, grd., bbls., works, ton	75.00 -	100.00
kgs., small lots, works lb.	.04¼-	.04½
white, 98%, grd., kgs., works, lb.	1.40 -	1.52

Synthetic Resins
and other
Branded Paint Materials
(Manufacturers' List Prices)

Note:—The list of prices previously printed weekly under the above heading is now printed once a month. The latest printing was in the November 1 issue; the next printing will be in the December 6 issue. Changes in prices—if any—made during the past week are noted in the report on the Paint, Varnish, and Lacquer Materials Market, which begins on page 39.

Business Wants and Offers

Minimum rate (36 words), without display, $2.00 per insertion; 25c for each additional 6 words

Payable in advance at 12 Gold Street, New York

Agencies Wanted

SALES REPRESENTATION in Britain for products used in manufacture of paints, lacquers, plastics, and other industries, required by well known merchant distributors. New materials and products for use in manufacturing by new processes of especial interest. Write BOX ZN577, c/o Deacon's, 5 St. Mary Axe, London.

Capital Offered

SERVICES and capital of chemist-executive available. Twenty years sales, manufacturing and research experience in industrial chemicals and chemical specialties. Desires responsible connection with well-established company. Communications to be treated confidentially. BOX 515, Oil, Paint and Drug Reporter.

Capital Wanted

PLANT MANUFACTURING basic chemical commodities, needs additional capital for necessary expansion. Attractive proposition. BOX 510, Oil, Paint and Drug Reporter.

Containers Offered

FOR SALE—Two hundred fibre drums, formerly contained tartaric acid. Will sell at 15c apiece. BOX 499, Oil, Paint and Drug Reporter.

Equipment Offered

FROM THE $10,000,000 Spreckles liquidation—Three No. 4 Vallez rotary filters; 42-inch cast iron; 40 A. T. & M. 40-inch bronze basket centrifugal machines arranged in batteries of 3, 4, 6 and 8; 1 Swenson triple effect evaporator, copper tubes, 2,000 sq. ft. per effect; 120 motors, 5 h.p. to 150 h.p., 3 phase, 60 cycles, 220 volts; 150 tons valves and fittings; miscellaneous vacuum, centrifugal and steam pumps; compressors, engines; 9 Heine water tube boilers, 500 h.p. each, 180 lb. pressure, with Murphy automatic stokers; 50 bucket elevators; 150 steel storage tanks, 500 gals. to 10,000 gals.; 15 horizontal jacketed, closed mixing tanks, 5,000 to 10,000 gallons each; miscellaneous screw and belt conveyors, etc. Send us your inquiries. Arrange to visit plant. Consolidated Products-Spreckles Liquidation, Yonkers, N. Y. Telephone: Yonkers 2400.

FOR SALE—One 250 gal. vacuum still, one 40x48 drying tumbler, one 40x60 washer, one 100 gal. high pressure copper still, one 50 gal. high pressure still, one 25 gal. high pressure copper still, one 35 gal. high pressure still. Write for prices and details. Schwab Machinery & Supply Company, Toledo, Ohio.

Equipment Offered

JAR MILLS, 1 and 4 gallons-porcelain lined 30-35 gallons; silex lined, 70 and 1,200 gallons; 30-inch cast iron filter press, closed delivery; 100-gallon glass lined jacketed kettle; 50-gallon glass lined still. Lawler Engineering Company, Durham avenue and L. V. R. R., Metuchen, N. J.

Factories Offered

CONCRETE BUILDING—One story, 23,000 square feet, 20-foot headroom, live steam available, sprinklers, three-car railroad siding, located on dock with waterfront facilities. Unrestricted district downtown Brooklyn. The R. L. Kraft Company, Woolworth Building, COrtlandt 7-9377.

Materials Offered

SAPONIN OFFERED—We announce to the trade that we are now ready to fill all orders for American-made non-toxic saponin in any quantities. American Saponin Company, Suite 212, Platt building, San Bernardino, California.

Materials Wanted

WILL BUY any quantity surplus or by-product chemicals, greases, waxes, oils, solvents, colors, metal and all raw materials. We pay highest prices. Will also buy complete plant inventory. Write Barclay Chemical Company, Inc., 75 Varick street, New York City. WAlker 5-4250.

New Products Wanted

LARGE COMPANY, actively engaged in the manufacture and sale of basic drug, pharmaceutical, biological, medicinal, chemical, and associated products, desires to obtain manufacturing and sales rights for new products. Prefers products which can be sold in bulk and in large quantities. BOX 441, Oil, Paint and Drug Reporter.

Paint Specialties

BRITISH VARNISH and paint manufacturer, visiting United States, wishes to acquire manufacturing rights, by purchase or under license, for any outstanding product or specialty in paint or allied lines. Write for full details BOX 484, Oil, Paint and Drug Reporter.

Partnership Offered

PARTNERSHIP (half-interest) in small but profitable chemical business in Northern New Jersey available. About $4,000 required. BOX 516, Oil, Paint and Drug Reporter.

Plants Offered

FOR SALE — Paint and varnish plant. Nearly a century of business and good will. Excellent trade mark. No other manufacturer in a large radius. Merger would be considered. No bonded indebtedness to assume, nor financing to be done. BOX 520, Oil, Paint and Drug Reporter.

Positions Vacant

CHEMIST WANTED — Junior chemist wanted by leading paint and varnish manufacturer. Must have few years' paint and varnish experience, have initiative, and be able to grow and progress with the job. Experience with synthetics preferable but not essential. Splendid opportunity for wide-awake young man to advance to higher position and increased earnings after he proves himself. Salary commensurate with ability. Location near New York City. In replying give training, former positions held, and experience in detail in order to receive consideration. Our staff knows of this opening. BOX 511, Oil, Paint and Drug Reporter.

EXPERIENCED SALESMAN to sell proven product to retail druggists on liberal commission in New York and vicinity. Can also be taken on as a side line. BOX 517, Oil, Paint and Drug Reporter.

Positions Wanted

POSITION WANTED by one who is thoroughly familiar with all phases of the manufacturing pharmaceutical business, as to buying, figuring, and formulating formulas and all manufacturing operations; small house preferred; very nominal salary expected to start. BOX 496, Oil, Paint and Drug Reporter.

CHEMICAL ENGINEER graduate, 1936, with several months' paint experience; familiar with formulation of white paints, color matching and routine analysis of paints; desires position with future, salary and location secondary. BOX 508, Oil, Paint and Drug Reporter.

PAINT SALESMAN, experienced with extensive dealer following in metropolitan territory, seeks position with reliable manufacturer. BOX 509, Oil, Paint and Drug Reporter.

Positions Wanted

MANUFACTURING CHEMIST who has made rubber accelerators, filters and antioxidants; also shellac. BOX 512, Oil, Paint and Drug Reporter.

TEXTILE CHEMIST, experienced in the manufacture and sale of sulphonated and compounded oils, sizes, softeners, etc., is available for a managerial position. BOX 513, Oil, Paint and Drug Reporter.

BIOCHEMIST — Experienced research worker in cholesterol and derivatives, bile acids, liquids, proteins, thorough knowledge of physiology, bacteriology and medicine. BOX 514, Oil, Paint and Drug Reporter.

ESSENTIAL OIL executive with long experience is seeking a position in the essential oil or allied industry. Has thorough knowledge of sales outlets, raw material sources, and management. BOX 518, Oil, Paint and Drug Reporter.

LACQUER CHEMIST — B.S. degree in chemistry, age 30, married, eight years' exceptional experience in formulation and manufacture of all types lacquer specialties; willing worker and very capable of plant management. BOX 519, Oil, Paint and Drug Reporter.

Services Offered

VARNISH FIRES—Complete Anthony Nebulyte oil and gas burning systems specially adapted for varnish fires. Tangential or central fired settings with carbofrax domes, or diffuser rings and pedestals carried in stock. Many years' experience in these installations. Otto Penzenstadler, Ridgewood Station, Box 48, Brooklyn, N. Y.

Specialties Offered

WAKERS, a unique preparation for quick relief from drowsiness; harmlessness assured. Name and product copyright and trademark and one-half ton of material. Will require backing of an established concern with interstate contacts. Address J. S. Lewis, 218 West Church street, Elmira, N. Y.

Surplus Stock

CHECK INVENTORIES—Cash for any quantity surplus finished or raw material —chemicals, oils, coaltar products, metals, drugs, pharmaceuticals, gums, wastes and by-products. Entire plants bought. Chemical Service Corp., 237 Fourth avenue, New York. STuyvesant 9-0134.

REBUILT MACHINERY SELECTED ITEMS

16—Pebble Mills, porcelain and silex lined, 10 to 1,600 gals., some with roller bearings.
8—Colton Stokes & Mulford Tablet Machines, ¼" to 2" dia.
9—500 gal. Aluminum Jack. Agit. Kettles.
8—36" Tolhurst Extractors, rubber lined baskets.
10—Dry Powder Mixers, 100 lbs. to 2,200 lbs. capacity.
1—Colton No. 10 worm type Paste Filler.
8—Day Pony Mixers, 5, 15 and 40 gals.
8—Paste Mixers, 50 to 100 gals.
1—700 gal. Duriron Jack. Kettles, closed.
2—W. & P. Jack. Mixers, 200 gal., power tilting, sigma blades.
25—Filter Presses, 6" to 42" size.
3—Buffalo 32"x30" Double Drum Atmospheric Dryers.
2—W. & P. Jacketed Mixers, 100 gal., power tilting, heated sigma blades.
9—Devine and Buffalo Vacuum Shelf Dryers, assorted sizes.
8—Copper and Aluminum Jacketed Kettles, 175 to 400 gals.
9—Roller Mills 3x10 up to 16x40.

Miscellaneous: Dryers; Mixers; Filters and Filter Presses; Kettles; Pulverizers; Mills; Grinders; Tanks; Pumps; Boilers; etc. Send for our Bulletins.

CONSOLIDATED PRODUCTS COMPANY, Inc.

15-17-19 Park Row, New York, N. Y.
Phone: Barclay 7-0600
Plant: 335 Doremus Ave., Newark, N. J.
Cable Address: Equipment

REBUILT MACHINERY BARGAINS for PAINT • VARNISH • LACQUER MAKERS!

Tremendous Stock Now on Hand Forces Liquidation of Many Wanted Items at Half Their Worth

Portable Mixers, ¼ H.P. to 2 H.P., A.C. or D.C., 1725 RPM and 431 RPM.
Kiefer Visco Fillers.
Buffalo Fillers.
Colton No. 8 Can Filler.
Burt & Knapp Can Labelers.
Kent and Ross 12 x 30 Water Cooled Roller Mills; Belt or direct Motor Drive.
Iron Mills 4" to 18" Plain and Water Cooled hoppers; Belt or Motor Drive.
Abbe Gallon Porcelain Jar Mills.
Day Triturator with 2 steel Porcelain lined Jars.
Patterson 30 x 48 Pebble Mills, pulley driven; Porcelain lined or unlined.
Patterson 4' x 8' Silex Lined Horizontal Tube Mill.
Patterson 4' x 4' Steel lined Ball Mill.

LEAD MIXERS—Ross 60 gal.—also Battery of two 60-gal. overhead drives.
Ross Batteries of two and five, 30 gal. lead mixers overhead drives.
Sheet Steel open top Mixing Tanks, 150 gal. to 1,200 gal.
Ross No. 30 B Post Mixer, T. & L. Pulley Drives.
Kent Post Mixer No. 52 A-100 gallon capacity.
Day Pony Mixers 8 gal. to 40 gal. capacities.
Sperry, Johnson & Shriver Filter Presses, 12 x 12 to 30 x 30.
Pumps, Rotary and Centrifugal; Iron or Bronze from ½" to 4".
Copper, Glass Lined and Steel Storage Tanks, from 6 gal. to 500 gal.
Miscellaneous Varnish Kettles, Paint Mixing Tanks and Pony Mixer Cans.
Chaser Mills; 3 ft. and 6 ft.; also Patterson 48".

Send for Detailed Description of Machine You NEED

FIRST MACHINERY CORPORATION

419 Lafayette St., N. Y. C. FMC **GRamercy 7-6622**

Cargo Ship Arrivals

(Continued from page 85)

San Juan	San Juan	Nov 2
Santa Elena	San Francisco*	Nov 2
Santa Inez	Antofagasta*	Nov 1
Sanyo	Yokohama*	Nov 9
Saturnia	Trieste*	Nov 8
Scanpenn	Gdynia*	Nov 4
Seatrain Havana	New Orleans*	Nov 9
Seatrain New York	New Orleans*	Nov 2
Sheridan	Santos*	Nov 1
Siboney	Vera Cruz*	Nov 2
Silverteak	Batavia*	Nov 11
Southern Cross	Buenos Aires*	Nov 3
Spaarndam	Rotterdam	Nov 10
Statendam	Rotterdam*	Nov 9
Steel Trader	Honolulu*	Nov 6
Surrey	Sydney*	Nov 8
Timber Rush	Astoria*	Nov 7
Toloa	Santa Marta*	Nov 3
Transylvania	Glasgow*	Nov 8
Triton	Manila*	Nov 4
Trongate	Lisbon*	Nov 4
Troubadour	La Plata*	Nov 9
Tyrifjord	Bergen	Nov 12
Vinni	Kobe*	Nov 5
Virginian	Seattle*	Nov 3
Washington	Hamburg*	Nov 11
West Cusseta	Calcutta*	Nov 8
Westernland	Antwerp*	Nov 9
West Lashaway	Duala*	Nov 5
Whitford Point	Bahia*	Nov 3
Yucatan	Vera Cruz*	Nov 9

* And other ports

Recent Charters

COTTONSEED—200,000 cubic feet, S S Hildegard, Alexandria to Hull, 20s 3d per 60 cubic feet; January 15-February 15

PETROLEUM—6,500 tons, S S Frisco or Colorado, dirty, Gulf to Adriatic, 30s 6d; November

12,000 tons, S S Strinda, dirty, Gulf to French Atlantic, 23s 6d; November-December

9,000 tons, S S Phoenix, kerosene, Gulf to North of Hatteras, 23c, spot

14,000 tons, S S Hoegh Ray, dirty, Black Sea to Continent, 22s; November

10,000 tons, S S Norfold, dirty, Gulf to Teneriffe, 20s; November

8,000 tons, S S Daghestan, dirty, Aruba to United Kingdom, Continent, 21s 6d; November

—— tons, S S Pennsylvania, Aruba to West Italy, 24s; November

—— tons, S S —— Aruba to United Kingdom, Continent, 17s 6d; December

11,000 tons, S S Bidwell, Gulf to North of Hatteras, 21 percent gravity, 28c; 16 percent gravity, 29c, and 10 percent gravity, 30c a barrel

8,000 tons, S S Lampas, dirty, Black Sea to United Kingdom, Continent, 23s

10,500 tons, S S Thorsholm, California, Japan, six consecutive voyages, 25s 6d, commencing December-January

12,500 tons, S S Orwell, dirty, Black Sea to United Kingdom, 21s 6d; November-December

10,500 tons, S S Beth, dirty, 18 months, 8s 6d

10,000 tons, S S Svolder, clean, 18 months, 8s 3d; December

Imports Detained

Detentions recently effected at various ports by United States authorities on determinations by the Food and Drug Administration that products offered for import were adulterated or misbranded under the Federal food and drugs act or did not comply with other customs regulations included the following articles for the reasons stated:—

San Francisco

Week Ended October 28

Medicinal preparations, 20 pieces; false therapeutic claims.

Seattle

Week Ended October 28

Cocoa beans, 100 bags; filthy.

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American Agricultural Chemical Co. —
American-British Chemical Supplies, Inc. 35
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American Cyanamid & Chemical Corp. —
American Flange & Mfg. Co. 49
American Potash & Chemical Corp. —
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Apex Chemical Co., Inc. —
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Atlantic Refining Co. —
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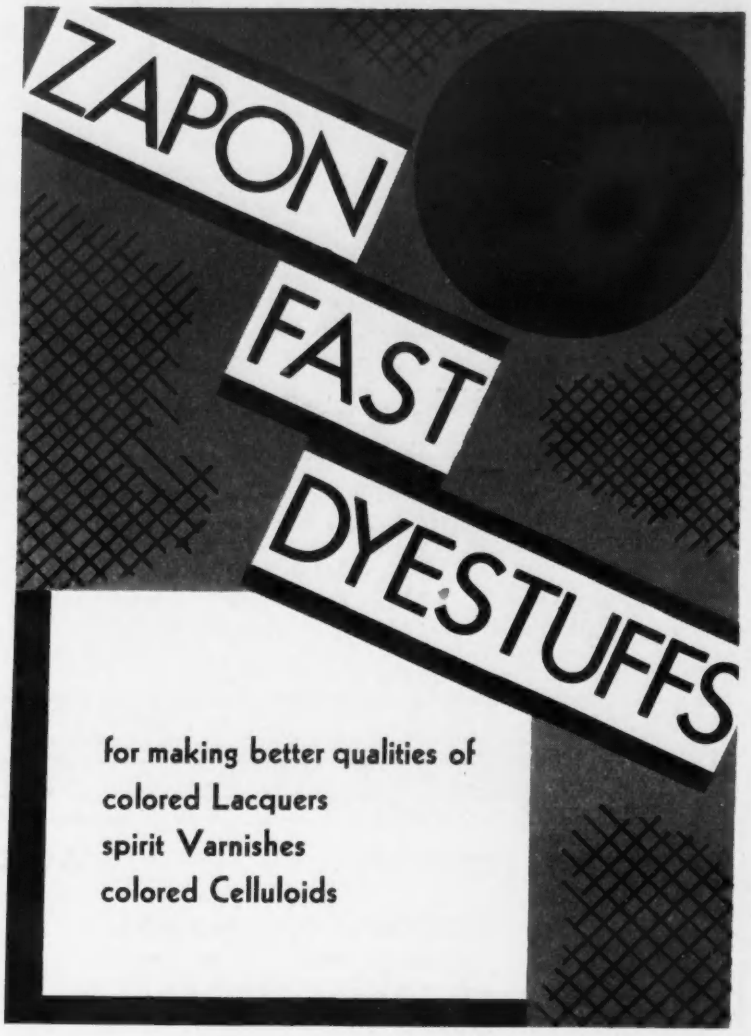

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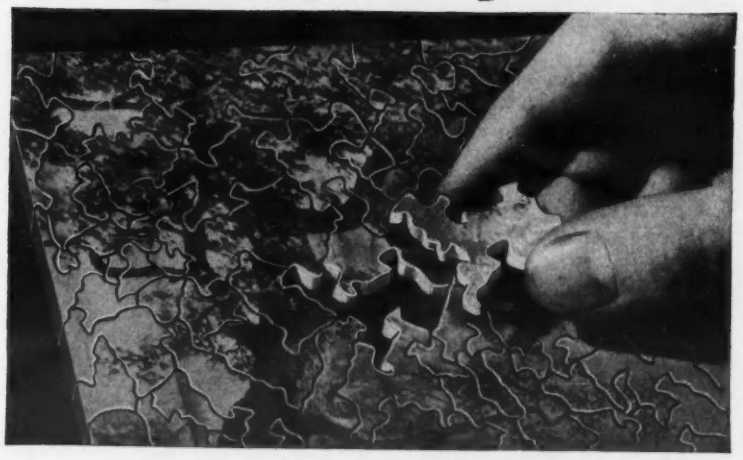

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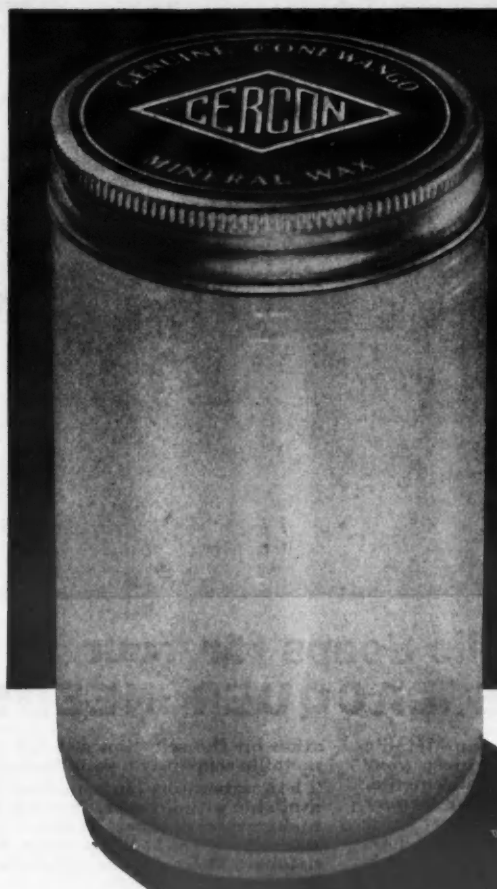

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